Trade and Industry

17 September 1976 35p

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Trade and Industry

17 September 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

Our artist Lawrence Littleton Evans has suggested one or two ways of reusing industrial H_2O – very important since the price has increased dramatically in two years. The drought has made economies even more important. Jennifer Clarke reports on ways in which this valuable commodity can be recycled (page 718).

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Home news

Big increase in regional development grants: £465m in 18 months

Regional development grants totalling £325 million – associated with capital expenditure of about £1,700 million – were paid out under the Industry Act 1972 in 1975-76. A further £140 million has been paid out in the current financial year.

Assistance under the act in 1975-76 was significantly above that of the previous year. Regional incentives accounted for the bulk of the assistance.

Offers of regional selective financial assistance totalled £75 million, associated with the creation or safeguarding of some 63,000 new jobs in the assisted areas. A further £25 million was offered to individual companies in financial difficulties.

Activity under section 8 of the act rose sharply. During the year the accelerated projects scheme and schemes of assistance for the clothing, ferrous foundry and machine tools sectors were introduced. Offers of assistance under these schemes totalled over £30 million by the end of March 1976, involving investment of about £235 million. Assistance offered to individual companies in the national interest, for example, Chrysler (United Kingdom) and Alfred Herbert, involved commitments totalling about £195 million at the end of March 1976.

In addition, assistance of about £23 million was approved under the Local Employment Act 1972 relating to additional employment of about 12,000.

Last year's figures are given in the fourth annual report of the Industry Act 1972 – the first to be presented jointly by the Secretaries of State for Industry, Scotland and Wales – which has been published by the Department of Industry in association with the Scottish Economic Planning Department and the Welsh Office. The report includes the government's 'criteria for assistance to industry' presented to parliament on 12 January, which sets out the principles under which applications for financial assistance are considered.

Assistance has continued at high levels since 1 April 1976. Over £140 million has been paid in regional development grants, and about £30 million of regional selective assistance offered. A further £50 million has been offered under the accelerated projects scheme and section 8 industry schemes.

Further measures of assistance under section 8 have been introduced for the paper and board, poultry-meat processing and the printing and textile machinery sectors. Assistance for other sectors is under consideration.

A further advance factory programme was announced in August for England comprising 19 factories, totalling 235,000 sq ft. When completed these factories are expected to create about 900 new jobs.

New industrial strategy will reduce 'tragic' unemployment: Eric Varley

Britain must expand its industrial manufacturing base and return to full employment as fast as possible, said Eric Varley, Secretary of State for Industry, in Nottingham on 10 September.

'Our people will just not tolerate a situation in which men, women and – most tragic of all – school leavers are deprived of the most elementary and essential of human rights, the right to work,' he said.

Mr Varley was speaking at the opening in Nottingham of a new East Midlands regional office for the Department of Industry and the Central Office of Information.

'Our industrial strategy must create new job opportunities which will provide work for all, restore our balance of payments and produce the wealth that this country needs to achieve its goals,' Mr Varley said.

'Industrial policy is not an end in itself. It is the means to create the resources we need to expand our social services; to provide more and better homes, schools and hospitals; and to provide a better life in the centre of our great cities where deprivation and squalor can nurture the evil forces which seek to destroy the chance for all of a fair and equal society'.

Mr Varley said that industrial strategy is about production and exports and 'above all it's about creating a clean, decent and hopeful society for ourselves and our children.

'We have been in low gear for too long,' he added. 'We have been losing markets at home and abroad to our foreign competitors for most of the post-war period. Last year we did better and our exports are continuing to show a rising trend this year.

'With world trade expanding fast, our prices competitive, and plenty of spare capacity in existence we have now been presented with an outstanding opportunity.

'It is vital that we seize this opportunity and achieve our major objectives.'

Eric Varley, Secretary of State for Industry, accompanied by the Lord Mayor of Nottingham, Councillor Stanley Rushton, opens the new Department of Industry regional office in Nottingham. The address is Department of Industry, East Midlands Regional Office, Severns House, 20 Middle Pavement, Nottingham HG1 7DW, tel. Nottingham (0602) 56181. The office also serves the Departments of Trade and Prices and Consumer Protection.

Advance factory at Rochdale

The Department of Industry has bought 3.85 acres of land at Rochdale for industrial development. It will be the site of the 1,350m² (15,000 sq ft) advance factory which was authorised last month. Construction work is expected to start by the end of the year. The site is at the junction of Queensway and Malcolm Street, Rochdale.

Further offshore co-operation between Britain and Norway

Britain and Norway are to set up at ministerial level a co-ordinating committee on offshore oil and gas. The committee will meet alternately in Norway and the UK under the chairmanship in turn of the Norwegian Minister for Industry, Bjartmar Gjerde, and the British Secretary of State for Energy, Tony Benn. There is provision for meetings to be held as necessary under the chairmanship of the permanent secretaries of the two departments.

The decision to establish the committee was made at meetings in London last week between Mr Gjerde and Mr Benn. The ministers welcomed the prospect of extending co-operation, and the British and Norwegian authorities will assist in establishing further contacts between companies. The ministers foresee developing co-operation between the national oil companies and corporations.

Among the subjects to which the co-ordinating committee will address itself in the first instance will be the schemes which both governments are considering for collecting gas on their respective sides of the median line. Decisions taken on one side of the line will inevitably influence the design for a project on the other side. Collaboration in this matter may lead to major savings in the costs of collecting gas from the northern North Sea and the two governments have agreed to the exchange of information on the progress of their studies and to consider the co-ordination of their plans within the framework of the general agreement mentioned above.

The committee will also examine procedures by which Norwegian and UK industry may win orders for supplies for offshore oil and gas operations throughout the North Sea in fair and non-discriminatory competition with industries from other countries. As regards shipping services, such procedures will be fully consistent with the traditional non-discriminatory policy pursued by the two governments.

Further, the committee will discuss specific proposals, to be worked out by Norwegian and UK officials, for co-operation in the field of accident and fire prevention, safety-related research, preparations for dealing with emergencies and other aspects of offshore oil and gas safety measures.

During his visit to Britain, the Norwegian minister also had talks with Alan Williams, Minister of State, Department of Industry.

Government's £140m loans in Scotland create 60,000 jobs in four years

Since the Industry Act 1972 came into operation about £140 million has been made available to industry in Scotland in the form of loans and notional loans creating an estimated 60,000 jobs.

Gregor MacKenzie, Minister of State at the Scottish Office, recently handed over a letter containing an offer by the Secretary of State for Scotland of government financial assistance for an expansion project to John McGavigan, chairman of John McGavigan and Co Ltd, Kirkintilloch.

The application by the company was the thousandth to be received by the Industrial Development Division of Scottish Economic Planning Department since the Industry Act 1972 came into force.

John McGavigan and Co manufactures plastic self-adhesive named emblems and instruction panels for items such as lawnmowers, hand tools and washing machines. The firm currently employs about 100. The present development could lead to a 10 per cent growth.

Mr MacKenzie said he was pleased that the thousandth application should have come from a medium-sized firm rather than one employing many hundreds or even thousands, because it illustrated the government's eagerness to stimulate investment on all scales.

Under section 7 of the Industry Act 1972 the Secretary of State for Scotland may make available to industry assistance for projects which create additional employment. These may be considered for medium-term loans at preferential rates of interest. As an alternative, an interest-relief grant may be given towards the interest cost of finance provided from non-public sources. The terms of individual offers made are confidential.

Gregor MacKenzie (left) hands over a letter offering governmental financial aid to John McGavigan.

The Editor regrets that due to a continuing industrial dispute within the printing industry, some material intended for this issue has been omitted or held over.

New ministerial appointments

The Prime Minister has announced changes in the government. Among the new appointments are:

Department of Prices and Consumer Protection

Roy Hattersley, formerly Minister of State at the Foreign and Commonwealth Office, becomes Secretary of State for Prices and Consumer Protection in succession to Shirley Williams, who becomes Secretary of State for Education and Science.

Roy Hattersley, Secretary of State.

Department of Industry

Robert Cryer, member of parliament for Keighley since 1974, becomes Parliamentary Under-Secretary of State, Department of Industry, in succession to Lord Melchett, who becomes Minister of State for Northern Ireland.

Robert Cryer, Parliamentary Under-Secretary of State.

Committee recommends new controls over hazardous plants

Legislation leading to greater control of the siting and operation of hazardous plants is among 38 recommendations in the first report of the advisory committee on major hazards published on 13 September[1] by the Health and Safety Commission.

The committee was set up by the commission after the Flixborough chemical works explosion in June 1974 which killed 28 people. The chairman of the commission, Bill Simpson, explains in an accompanying preface that the report has been sent out to interested bodies and that the commission is seeking comments on the committee's proposals.

The report is devoted to the committee's first priority, 'those installations which could present a major threat to the safety of employees or the general public from explosion, the sudden release of toxic substance or cataclysmic fire.'

The report seeks urgent regulations requiring operators of potentially hazardous installations to notify the Health and Safety Executive of their activities. This notification scheme would lead to identification of installations with particularly high degrees of hazard. For certain cases, probably very few, a licensing system would, in the committee's view, be needed.

Linked with this, says the report, there should be a statutory duty for planning authorities to consult with the Health and Safety Executive on all planning applications involving such installations. The committee acknowledges that restrictive planning controls might raise important and complex questions of compensation and it plans to consult with the Department of Environment on this.

'We are faced with a vast range of existing installations', says the report. 'Most of them are already of an acceptable standard, although not always ideally located, but some are not completely satisfactory, often because of their age, and in some cases there is a need for better management'. But the committee warns: 'Drastic improvements to existing plants cannot be made overnight but phased changes and improved methods of operation need not be unduly delayed. Implementation of more fundamental recommendations will be easier to effect at new installations.'

The report says that more information is needed about dangerous occurrences throughout the world, particularly on the behaviour of massive releases of gas.

The report warns that while over recent years 'the probability that an individual worker will be involved in a fatal accident has notably fallen, the chances that a plant failure will involve many deaths have at the same time increased, and the risk of involving the public at large in an industrial accident has become considerably greater.'

It adds that the pace of technological change associated with modern industry provides less opportunity for learning by trial and error. 'It is increasingly necessary to get design and operating procedures right first time. Because of their present-day size and throughput there are now many plants throughout the world where a critical first mistake can result in disaster.'

[1] *Advisory Committee on Major Hazards – First Report.* HMSO, £1.00 plus postage.

Safety representatives at places of work

Far reaching proposals for legislation submitted by the Health and Safety Commission to the government providing for the appointment of safety representatives and the setting up of safety committees at places of work have been published by the commission.

Proposed regulations would give safety representatives appointed from amongst employees by a recognised trade union various functions such as: representing employees in consultations about health and safety measures, investigating potential hazards, investigating complaints, making regular safety inspections and carrying out inspections after accidents and industrial diseases.

If any two safety representatives ask, in writing, for a safety committee, the employer would have to establish one within three months.

Bill Simpson, chairman of the Health and Safety Commission, commented:

'The commission regard this proposed legislation as vital to making the new Health and Safety at Work Act really work. Safety representatives with the legal status to carry out certain functions would be very effective "safety watchdogs". They would also have a crucial role in creating a much more positive attitude to health and safety at work.'

Britain's first new pit for 12 years

Britain's first new coalmine for 12 years was officially opened on 11 September by National Coal Board chairman Sir Derek Ezra at Royston near Barnsley. Coal started to flow from the first – fully mechanised – coalface at Royston Drift mine on Monday, a stream that is expected to flow at the rate of 400,000 tons a year for more than 30 years.

Sir Derek said the £4 million Royston development was an important landmark for the British mining industry – the first mine to come on stream under the 10-year development plan and only two years after work on it was begun.

'Mines like this highly mechanised drift and, at the other extreme of size, the 10-million-ton-a-year complex we are just starting at Selby, set the pattern for new mining operations in Britain', said Sir Derek. 'Plan for coal aims to create 42 million tons of new mining capacity by 1985, a renewal of more than a third of the industry's present capacity. We are now working on the second plan for coal which will determine the shape of coal mining in the next century and could mean that by the year 2000 we will renew the bulk of the mining industry.'

Royston Drift will eventually employ 300 men winning coal at the rate of 7 tons per manshift – three times the present national average. It will be worked by the highly successful retreat system that has made the nearby Riddings Drift a world record-breaker on a number of occasions since it was introduced in 1970.

Clearance of merger

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him not to refer the proposed merger between Reckitt and Colman Ltd and Winsor and Newton Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Yugoslav air disaster

A team from the accidents investigation branch of the Department of Trade accompanied by experts of British Airways, left Heathrow on 10 September to participate in the Yugoslav investigation into the aircrash earlier in the day.

A Trident 3 aircraft of British Airways, G-AWZT, en route from London to Istanbul, collided with a DC9 of Inex Adria Airways, flying from Split to Cologne, when about 14 miles north of Zagreb. All the 63 occupants of the Trident and 108 occupants of the DC9 were killed. It was the most serious air-to-air crash in the history of aviation.

The Queen sent a message to Sir Frank McFadzean, chairman of British Airways, asking him to convey her sympathy, and that of the Duke of Edinburgh, to the relatives of those killed.

Edmund Dell, Secretary of State for Trade, who was on a visit to Yugoslavia at the time, also asked Sir Frank to convey his sympathies to the relatives of the passengers and crew.

Proposed acquisition by Tate and Lyle of Manbre and Garton

The Secretary of State for Prices and Consumer Protection, has decided, on present information, not to refer the proposed acquisition by Tate and Lyle Ltd of Manbre and Garton Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

The secretary of state concluded that in this case the need to maintain jobs, particularly in areas of high unemployment, must take priority, given the government's aim that rationalisation of cane sugar refining capacity in the United Kingdom should proceed without delay.

The secretary of state also took into account certain undertakings which Tate and Lyle offered to provide, if the merger takes place. These undertakings are:

For as long as customers require, Tate and Lyle will produce and offer for sale in the United Kingdom, at fair prices, each product in the complete range of sugar, starch and starch sweeteners at present produced by Tate and Lyle or Manbre and Garton.

Tate and Lyle will recognise any special terms and conditions on trade and service enjoyed by customers of Manbre and Garton in the past. Such terms and conditions might relate, for example, to prices, frequency of delivery and special distribution facilities.

For three years from the date that the merger takes place, that part of the business of Manbre and Garton which consists of producing starch and starch sweeteners in the UK will be maintained as a separate identifiable business and as a separate profit centre.

In addition to these undertakings, special steps are being taken to ensure that the interests of users of sugar and starch products in the UK are safeguarded in the event of a merger. First, apart from the normal arrangements within the company for dealing promptly with customers' inquiries and complaints, Tate and Lyle will set up, as a permanent sub-committee of the group board, a customer relations unit to monitor customer's complaints and to audit regularly prices, service and quality. The director of the unit would be the group vice-chairman, Mr F. H. Tate.

Secondly, an independent committee will be established to look into such complaints as are referred to it by the company's customers, to express its considered views on each complaint to the complainant and to the company, and to report periodically to the secretary of state and to the Minister of Agriculture, Fisheries and Food jointly. The reports of the committee would be made public. A further announcement about the terms of reference and the membership of the committee, which would be subject to the approval of the secretary of state and the minister, will be made in due course.

On 4 August 1976 the Minister of Agriculture, Fisheries and Food made a statement about discussions which had taken place between his department and the interests concerned about the rationalisation of cane sugar refining capacity to EEC conditions. The minister referred both to the need to produce an efficient and well-organised industry and to the government's concern to see a solution found which paid due regard to the need to sustain employment.

Price Commission study on recommended prices

A fact-finding study into recommended prices is to be undertaken by the Price Commission at the request of the Secretary of State for Prices and Consumer Protection.

The commission is to examine in some typical sectors 'the practice whereby suppliers recommend or suggest the retail price of goods, the relationship between recommended or suggested prices and prices actually charged and the extent to which such recommended or suggested prices are advertised or otherwise made known to consumers'.

The intention is to collect data over a wide field and thus cover sectors where prices are recommended in various ways and for various reasons, including sectors in which the retail price is generally observed and others in which it is undercut. The Price Commission will be looking at sectors like carpets; clothing (including footwear), fabrics and household textiles; consumer electronics, eg hi-fi equipment; film; furniture; groceries; hardware; motor cars and parts; paint; spirits; toiletries; and tyres.

The Price Commission has recently reported on the practice of recommending retail prices for small electrical household appliances. The commission's report will be published shortly.

Terrace units: Wearside

The English Industrial Estates Corporation has announced that work is due to start on the construction of two blocks of advance terrace units for the Department of Industry on the Pennywell industrial estate, Sunderland, Tyne and Wear. One of the blocks comprises four units totalling 1,000m² (11,000 sq ft). The other comprises two units each of 450m² (5,000 sq ft) a total area to be constructed of 1,900m² (21,000 sq ft).

The premises should be ready for occupation by March 1977. Inquiries about purchasing or leasing the units should be addressed to: Regional Director, Department of Industry, Northern Region, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (tel. Newcastle (0632) 27575.

Sir Charles Villiers takes over as BSC chairman

Eric Varley, Secretary of State for Industry, has appointed Sir Charles Villiers as chairman of the British Steel Corporation for three years from 10 September. Sir Charles succeeds Sir Monty Finniston, whose term of office expired on 9 September.

Mr Varley has also appointed Robert Scholey, the corporation's chief executive and a full-time member of the corporation, as a deputy chairman for five years.

Sir Charles Villiers (left) and Robert Scholey.

Sir Peter Matthews retired as a part-time deputy chairman when his term ended on 9 September because of the pressure of his other commitments. He is managing director of Vickers Ltd.

When appointing Sir Charles as a part-time deputy chairman of the corporation in March Mr Varley announced that it was his intention to appoint him to succeed Sir Monty as chairman.

Mr Scholey was appointed a full-time member of the corporation in November 1973 and at the same time the corporation appointed him as chief executive. He will continue in this role in addition to his appointment as deputy chairman.

Official appointments

The Secretary of State for Prices and Consumer Protection has appointed the following as members of the North Eastern Gas Consumers' Council until 28 February 1979: Councillor L. M. Bird, Miss H. D. Pickles and Councillor Mrs N. Stephenson.

Invitations to serve as persons to hear appeals from determinations of the Director General of Fair Trading under the Consumer Credit Act 1974 have been accepted by: J. M. Bowers, M. G. Clarke, J. K. Grieves, Haydn Jones and Mrs H. P. Waudby. These are in addition to the nine persons announced in June. Those appointed to hear appeals will conduct the hearings and will make a written report to the Secretary of State for Prices and Consumer Protection.

Arts and industry to get together in West Yorkshire

Yorkshire industrialists and leaders of the arts and the trade unions are members of Britain's first arts-industry committee which has been formed in Leeds. The committee has been established to study the possibilities of a more dynamic relationship between industry and the arts in West Yorkshire.

'We see this move as having considerable potential bearing on our objective of maintaining and building up West Yorkshire's strength in top management decision centres,' John McEnery, regional director of the Department of Industry, told a press conference.

He said that at present young executives in the south east were reluctant to move into West Yorkshire and he considered that there was a possibility that an extended arts scene in the area could go some way to removing this reluctance.

'This committee of hard-headed Yorkshiremen will work out exactly what can be done – if it is agreed that a closer relationship between the arts and industry would be useful. The end result could be that there were more arts events available to the people of the area and that there would be more people here spending money on visiting the arts. It would work both ways.'

It is hoped that the committee will produce a report by early 1978. The committee will be chaired by W. A. Brown, chairman and managing director of Rose Forgrove Ltd, Leeds, with E. Hayhurst, regional secretary, Transport and General Workers' Union, as vice-chairman.

Other members of the committee are: E. M. Arnold, chairman and managing director, E. J. Arnold and Sons Ltd, Leeds; Nicholas Cross, associate producer (industrial), Norwood Studios, Leeds; J. G. S. Linacre, managing director, Yorkshire Post Newspapers Ltd, Leeds; R. V. Stroud, managing director, Stroud Riley and Co Ltd, Bradford; and V. Watson, managing director, John Waddington Ltd, Leeds.

Mr M. Dawson, director, Yorkshire Arts Association, Bradford, and Mr McEnery will act as assessors.

Workshop could earn £1m from youth tourism

The British Tourist Authority expects to produce £1 million worth of travel business for the country's tourist trade from its international youth travel workshop at Edinburgh last week.

About 400 delegates from Britain and 29 other countries, representing leading companies specialising in organised and group youth travel, met at Heriot-Watt university to discuss travel programmes for the next two years.

A survey carried out by BTA among British participants who attended last year's youth travel workshop, in Birmingham, has revealed that it generated business worth £1m during the following 12 months.

Insurance Companies Act 1974: authorisations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under section 3(1) of the Insurance Companies Act 1974 during the period 1 August to 31 August 1976.

Name of insurer, registered office or address in Great Britain	Country of incorporation if outside Great Britain	Date of authorisation	Class or classes of insurance business for which authorisation was issued
Munich Reinsurance Company Colonial House, 30/34 Mincing Lane, London EC3R 7EE	West Germany	13.8.76	OLT

Classes of business

I	Industrial assurance business
LIAB	Liability insurance business
MAT	Marine, aviation and transport insurance business
MV	Motor vehicle insurance business
OLT	Ordinary long-term insurance business
PL	Pecuniary loss insurance business
PA	Personal accident insurance business
PROP	Property insurance business

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-matter
18 August 1976		
1,246,227	United States Energy Research and Development Administration	A process for producing a dense coherent compact of particulate diamond and product thereof
1,290,936	United States Energy Research and Development Administration	Roller-band inertial switch
1,329,889	United States Energy Research and Development Administration	Thermal battery
1,342,980	United States Energy Research and Development Administration	A method of preparing a rigid, open-cell plastic foam and a filter body prepared thereby
1,048,740	Westinghouse Brake and Signal Co. Ltd.	Semi-conductor elements
1,317,443	Westinghouse Brake and Signal Co. Ltd.	Improvements to control apparatus including a magnetic amplifier
1,176,519	Westinghouse Brake English Electric Semiconductors Ltd.	Semiconductor devices and the manufacture thereof
1,187,464	Westinghouse Brake English Electric Semiconductors Ltd.	Semiconductor devices
1,007,121	Geoffrey William Thomas	Improvements in wood working benches
1,284,730	Agfa-Gevaert	Coloured celloid layers
1,305,552	Orsymonde	Pharmaceutical composition containing 5, 7-dihydroxyflavane derivatives
1,306,857	Boonhor Khoo	Improvements in or relating to contact lenses
1,392,482	Berliner-Maschinenbau-Actien-Gesellschaft vormals L. Schwartzkopff	Method and apparatus for checking metallic objects
1,408,197	Hoechst Aktiengesellschaft	Coating of Polyamides
1,410,918	Alfred Herbert Ltd.	Clamp
20 August 1976		
1,154,662	Agfa-Gevaert	Web winding apparatus
1,286,467	Agfa-Gevaert	Proteinaceous colloid compositions and their adherence to glass supports
1,292,029	Agfa-Gevaert	Method for the preparation of printing plates
1,292,599	Agfa-Gevaert	Method for the preparation of printing plates
1,292,600	Agfa-Gevaert	Method for the preparation of printing plates
1,296,037	Agfa-Gevaert	Photographic processing apparatus
1,320,333	Agfa-Gevaert	Chemical sensitization of silver halide emulsions
1,324,082	Agfa-Gevaert	Improved diazotype recording process and material used therein
1,325,878	Agfa-Gevaert	Improved Light-sensitive material
1,328,801	Agfa-Gevaert	Improvements relating to the formation of dyes suited for reproduction purposes
1,332,459	Agfa-Gevaert	Improvements relating to diazo-type recording
1,333,560	Agfa-Gevaert	Increasing the Light sensitivity of polymeric compositions comprising azido groups
1,365,300	Agfa-Gevaert	Colour development of photographic silver halide elements
1,367,459	Agfa-Gevaert	Improved photographic recording material
1,379,387	Agfa-Gevaert	Improvements relating to photoconductive recording materials
1,379,388	Agfa-Gevaert	New quinoline compounds
1,381,101	Agfa-Gevaert	Improvements relating to photoconductive recording materials
1,381,263	Agfa-Gevaert	Novel polymeric mordanting agents for anionic compounds
1,381,264	Agfa-Gevaert	Novel monomers containing imino-guanidine groups
1,399,466	Agfa-Gevaert	Improved photographic recording process and materials used therefore

Number	Grantee	Subject-matter
1,400,149	Agfa-Gevaert	Photographic silver halide material
1,400,993	Agfa-Gevaert	Improved electrophotographic material
1,400,994	Agfa-Gevaert	New quinoline compounds
1,402,420	Agfa-Gevaert	Silver halide emulsions of the Lippmann-type
1,403,722	Agfa-Gevaert	Production of a sound track on a photographic silver halide film
1,405,108	Agfa-Gevaert	Improvements relating to the manufacture of microcapsules
1,407,436	Agfa-Gevaert	Process for preparing fine-grain silver halide emulsions
1,407,967	Agfa-Gevaert	Process for producing a photographic image in silver halide emulsions
1,408,407	Agfa-Gevaert	Photographic Lippmann emulsions
1,409,657	Agfa-Gevaert	Developing agents for silver halide emulsions
1,355,789	Hepworth & Grandage Ltd	Pistons
1,413,114	Hepworth & Grandage Ltd	Improvements relating to reciprocating compressors or pumps
1,429,544	Glaverbel-Mecaniver	Method and apparatus for determining whether a given zone is occupied by an edge of a transparent sheet or ribbon
1,430,968	Glaverbel-Mecaniver	Electrically heatable glazing panel
1,368,630	George Chadwick	Improvements in anti-vibration mountings for machines
24 August 1976		
1,219,033	I.M.I. (Tami) Institute for Research and Development	A gravitational settler
1,109,372	I.M.I. (Tami) Institute for Research and Development	A method of bonding particulate materials
1,117,959	I.M.I. (Tami) Institute for Research and Development	A liquid-liquid contactor
1,420,323	The British Picker Company Ltd.	Improvements in or relating to loom pickers
1,421,539	The British Picker Company Ltd.	Improvements in or relating to loom pickers
1,425,540	The British Picker Company Ltd.	Improvements relating to pirn transfer mechanisms
1,234,376	Marles-Kuhlmann-Wyandotte Societe Anonyme	Diimine compounds as catalysts for the polyurethane reaction and novel compositions containing said compounds
1,279,337	Marles-Kuhlmann-Wyandotte Societe Anonyme	Improvements in or relating to coating compositions having a polyurethane basis
27 August 1976		
1,426,352	Peabody Holmes Limited	A gear lubrication device
1,313,602	Gaz de France	A gas fixed fluid heater
1,188,593	Bertin Et Compagnie	Improvements in or relating to ground effect machines
1,348,297	Agfa-Gevaert Aktiengesellschaft	Photographic layers containing compounds which absorb ultraviolet light
1,388,394	Makhteshim Chemical Works Limited	Substituted cinnamanilides and biocidal uses thereof
1,398,850	E.M.I.-Varian Limited	Improvements relating to microwave tuning arrangements
1,410,503	Fredrik Wilhelm Anton Kurz	Improvements in and relating to the manufacture of siliceous products
1,420,783	James Agostino Arancio	Improvements in or relating to a body harness
1,036,882	EMI Ltd.	Improvements relating to the automatic production of gramophone records
1,280,145	EMI Ltd	Improvements in or relating to detection of submarine objects
1,359,999	EMI Ltd	Improvements to phase modulators
1,389,817	EMI Ltd	Improvements in or relating to radar systems
1,402,861	EMI Ltd	Improvements in or relating to electrical junction boxes
1,410,675	EMI Ltd	Improvements in or relating to colour television cameras
1,349,107	Hitachi Ltd	Dynamic focusing circuits for cathode ray tubes
1,354,860	Hitachi Ltd	Colour picture tubes
1,356,223	Hitachi Ltd	Post focusing type colour picture tubes
1,150,777	Licentia Patent-Verwaltungs GmbH	Boiling-water reactor with forced circulation of the coolant
1,324,099	Licentia Patent-Verwaltungs GmbH	Holding device
1,296,925	Societe Europeanne de Propulsion	Transmission system
1,412,597	Plessey Ducon Pty Ltd	Microphone damping
3 September 1976		
1,001,096	Commissariat a l'Energie Atomique	Apparatus for calculating automatically correlation factors and functions
1,046,278	Commissariat a l'Energie Atomique	Improvements in methods and devices permitting automatic calculation of correlation functions
1,052,753	Commissariat a l'Energie Atomique	Improvements in methods and devices for the automatic calculation of correlation functions
1,113,237	Commissariat a l'Energie Atomique	Improvements in processes for simultaneously purifying and concentrating plutonium solutions
1,161,998	Commissariat a l'Energie Atomique	Improvements in analysers for stochastic phenomena, in particular correlation function computers
1,187,491	Commissariat a l'Energie Atomique	Improvements in correlators
1,341,603	Commissariat a l'Energie Atomique	Improvements in or relating to correlators
1,368,068	The Post Office	Improvements in or relating to digital communication systems
1,368,069	The Post Office	Improvements in or relating to digital communications systems
1,425,182	Mitsubishi Denki Kabushiki Kaisha	Automatic meter-reading system
1,284,263	Walter Frank Gibbons	Improvements relating to methods of damp proofing and damp proofing devices
1,317,866	Solvey and Cie	Improvements in and relating to the protection of articles comprising a synthetic resin material from photo degradation by solar radiation, and the products so obtained
1,373,603	Pavel Imris	Improvements in or relating to electrical generators

Any persons who claim that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form no. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Record grant of £1m for rail freight facilities

A record grant of £1,050,000 for rail freight facilities has recently been announced by the Minister for Transport. The money will go to Redland Roadstone Ltd towards re-equipping and expanding the rail-loading system at Redland Roadstone's Buddon Wood Quarry, Mountsorrel, Leicestershire; the provision of rail unloading facilities at depots near Radlett, Herts, and Higham, Suffolk; and the acquisition of a fleet of railway wagons specially designed for this traffic.

This is by far the biggest grant so far awarded. It will result in retaining and gaining for rail some half million tons a year of freight that would otherwise be transported by road.

It is the eleventh grant to be approved by the minister; two have been agreed by the Secretary of State for Scotland and one by the Secretary of State for Wales. A total of 29 formal applications are at present under consideration.

Buddon Wood is largely dependent on road distribution and the new rail facilities will increase tonnages of crushed granite to be carried by rail instead of by lorry to the new depots. In addition the grant will ensure that railheads at Norwich, Robertsbridge and Folkestone will continue to receive granite by rail.

Distribution of granite from rail reception depots to final destinations will necessarily be by road. As a result there will be additional lorry traffic in the vicinity of these depots, but traffic will go to and from a number of nearby towns and the lorries will therefore travel over a variety of routes. Substantial environmental benefits will be felt in the south and east Midlands, East Anglia and south-east England.

Section 8 of the Railways Act 1974 enabled the Secretary of State for the Environment to provide assistance towards the cost of rail facilities for loading and unloading freight where it can be shown that a locality or inhabitants would benefit significantly.

Pounc on Sunday post

Lord Peddie, chairman of the Post Office Users' National Council, has told Mr A. Currall, managing director of postal services, that the appeal to users to inform the council of their experience following the ending of Sunday postal collections had been overwhelming.

At the time the Pounc strenuously opposed the Post Office decision but welcomed acceptance of the view that the matter would be reviewed after 12 months in the light of user experience. Lord Peddie said that long before 12 months elapsed the council would present a powerful case based upon users' experience which would demonstrate that the dislocation and inconvenience being caused to the public justified restoration of the Sunday collection.

Price Commission interventions during August

During August the Price Commission rejected eight notifications of price increases from manufacturing and service companies in categories 1 and 2. In another 12 cases the companies concerned withdrew their notifications of intended increases and in 37 cases the extent of the increases was reduced by the commission.

Since the beginning of stage 4 on 20 December 1974, the commission has rejected a total of 274 notifications and modified 1,304, while 455 notifications were withdrawn.

During August, following discussions with the Price Commission, 10 distributors in category 2 agreed to make price reductions amounting to £3.42 million in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following inspection of records kept by enterprises in category 3, the commission's regional offices secured the agreement of 143 distributors, 14 manufacturers, four service enterprises, two professional enterprises and two construction enterprises to make price reductions amounting to £4.13 million in order to eliminate excess gross or net profits.

In addition, the regional offices secured a total of 51 individual voluntary price reductions following investigation of complaints about prices increases.

The Price Commission may intervene to reject or modify notifications submitted by category 1 and 2 enterprises at any time during or after the 28-day period which must elapse before the increase can be implemented.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase.

Rejections

Company	Product	% increase sought
Category 1		
Dosco Overseas Engineering Ltd	Mining machinery and spares	20.86
The Nestlé Co Ltd	Snack meals	5.76
Category 2		
Avon Cosmetics Ltd	Cosmetics – fragrances	19.05
	Skin care products	16.39
	Bath products	13.58
	Make-up	25.46
Catnic Components Ltd	Steel lintels	12.00
George H. Hughes Ltd	Plastic and steel wheels	15.01

Withdrawals

Company	Product	% increase sought
Category 1		
Birds Eye Foods Ltd	Frozen foods	1.92
Cheswick and Wright and Cheswick and Wright (B & M) Ltd	Motor vehicle exhaust systems manifolds and related components	2.11
Don International Ltd	Friction materials	4.97
Garton Sons and Co Ltd, and Valentin, Ord and Nagle Ltd	Glucose and starch products	2.52
Nicholsons (Glasson Dock) Ltd	Motor vehicle exhaust systems, manifolds and related components	3.30
Rumbelows Ltd	Television rentals	7.71
Category 2		
Avis Rent-a-Car Ltd	Transit truck tariff rates	12.00
Gerrard Industries Ltd	Seal products	2.60
Ibstock Building Products Ltd	Facing brick	1.55
McKechnie Chemicals Ltd	Copper powder	16.42
National Adhesives and Resins Ltd	Water-based adhesives	6.85
	Solvent-based adhesives	11.35
Uniroyal Ltd	Waterproof footwear	5.73

Modifications

Company	Product	% increase sought	% reduction made (percentage points)
Category 1			
Allied Mills Holdings Ltd	Prepacked household flour	9.30	2.28
Anchor Hotels and Taverns Ltd	Liquor, tobacco, catering and apartment tariffs	4.53	0.21
BOCM Silcock (NI) Ltd	Animal feedingstuffs	3.73	0.20
Berni Inns Ltd	Food, liquor and accommodation tariffs	6.06	0.28
Birds Eye Foods Ltd	Frozen foods	2.65	0.18
Boulton and Paul Ltd	Flush doors	18.77	7.59
	External doors	12.52	3.34
	Frame products	19.80	7.18
CPC (UK) Ltd	Brewing sugars 'C'	2.40	0.03
Coneygre Foundry Ltd	Iron castings	7.12	1.88
GEC Elliott Automation Ltd	Whole range of fluid measurement equipment including spare parts, accessories and service charges	7.60	0.30
Garton Sons and Co Ltd and Valentin, Ord and Nagle Ltd	Glucose and starch products	14.45	4.74
ICI Ltd	Industrial paint	7.38	0.03
Rank Organisation Ltd	Food and liquor in 'The Lobster Pot' group	7.46	1.18
Scottish Agricultural Industries Ltd	Animal feedingstuffs	2.24	0.19
Securicor Global Ltd	Industrial security activities	5.46	0.35
Frederick Smith and Co Ltd	Copper hot rolled rod, wire and strip	9.70	0.70
Trust Houses Forte Leisure Ltd	Caravan site fees	21.02	0.65
Wall's Meat Co Ltd	Sausage, pies, cooked meats and canned goods	3.49	0.03
Category 2			
Albion Sugar Co Ltd	Glucose and invert sugar	18.21	2.61
Bradley and Co Ltd	Housewares	20.44	8.90
Chubb Alarms Ltd	Rental maintenance of installed intruder alarm systems	25.30	5.30
Elwell Sections Ltd	Cold rolled sections	8.35	0.69
Firsteel Ltd	Cold rolled steel strip	6.53	0.17
W. R. Grace Ltd	Chelating powders	20.18	0.27
	Trisodium nitrilo triacetate	9.91	0.51
Heygates Ltd	Bakers' flour	4.73	0.31
Geo. H. Hughes Ltd	Plastic and steel wheels	15.01	1.00
Jet Filters Ltd	Car filters	15.42	1.47
Mander-Kidd (UK) Ltd	Printing inks	9.90	0.04
Moulded Plastics (Birmingham) Ltd	Nylon-based products	7.91	0.61
	ABS-based products	10.82	0.67
	Acetol-based products	18.69	0.67
	PVC-based products	18.76	0.64
	Polythene and polypropalene-based products	22.29	0.68
Rohm and Haas Ltd	Whole range of chemical products	9.01	1.14
Salter Industrial Measurement Ltd	Commercial and industrial weighing machines	8.67	0.19
Smith and McLaurin Ltd	Coated and abrasive papers	9.91	1.13
Sperry Gyroscope – Sperry Rand Ltd	Aeronautical electronic and mechanical equipment	11.90	0.07
Starch Products Ltd	Starch derivatives and adhesives	23.38	0.14
Swan National Ltd	Self-drive vehicle hire	7.10	0.70
Edward Taylor Ltd	Adhesive plaster	6.38	0.48

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh EH2 3AR

Post Office's new Expresspost messenger service to be extended to three more cities

The Post Office's new Expresspost messenger service has met with such success in four cities that it is to be extended to three more. Expresspost aims for across-city delivery within two hours – four hours for longer journeys.

The service was introduced in London experimentally in March and has shown a steady, healthy growth since then. The Post Office extended the service in July to Birmingham, Manchester and Liverpool. Other cities earmarked for Expresspost style service before the end of the year are Leeds, Cardiff and Swansea.

Expresspost will carry anything that can go through the normal post. Urgent papers, solicitors' briefs, travel tickets and even small machine parts for factories can be hand-collected and delivered by special messenger. There is a size and weight limit.

Customers book the service by phoning a control centre in any of the four cities. Central control despatches a messenger, who normally arrives within half-an-hour. He collects the payment for the service with the item for delivery. Stamps or franking machines can be used and, for larger users, there are account facilities.

The cost of Expresspost depends on the delivery distance but there is a minimum charge of £1. The average cost is £1.25 in London with an average delivery time of 40 minutes. Discounts are available when there is more than one package for delivery in the same district and for regular pre-scheduled consignments.

In Manchester, Liverpool and London – where there is a special service to and from London Airport – the weight limit is 1½kg (3.3 lb) because deliveries are mostly made by moped. In Birmingham, mini-vans are used – so larger items weighing up to 10kg (22 lb) are accepted.

Some businesses in London which are using the service commend its speed and reliability.

Mark Richards, dispatch manager of Charisma Records Ltd, says: 'When we have important records or tapes to be delivered quickly and we want to make sure they are delivered, we use Expresspost.'

Mr C. J. Reilly, office manager of Williams Hamlin Travel Ltd, states: 'Expresspost is ideal for us. Most of our large accounts are with business houses who want travel tickets the day they are ordered, so we use Expresspost.'

The manager of British Petroleum's mail and messenger branch, Tom Aldis says: 'We have found this service to be reliable in speed and security and the people controlling it most helpful. The cheap rate for extra items in the same postal delivery area is especially attractive; BP mainly uses this type of delivery. We also find helpful the use of Expresspost to one of the main air terminals.

Telephone numbers and hours of service for Expresspost are:

London	01-251 4433 (09.00 to 17.30 Monday to Friday and 09.00 to 14.00 on Saturday)
Birmingham	021-632 6951 (08.30 to 17.30 Monday to Friday and 08.30 to 14.00 on Saturday)
Manchester	061-245 8388 (09.00 to 17.00 Monday to Friday and 0.900 to noon on Saturday)
Liverpool	051-229 4118 (09.00 to 17.00 Monday to Friday with no service on Saturday)

Administrative centre of London's Expresspost service.

British Rail plans big expansion of wagonload services

British Rail is to build 1,000 new high-capacity wagons for the further expansion of its highly successful new-style wagonload services.

Since 1972, BR has been progressively introducing new scheduled freight services between Britain's main commercial centres for individual loads of general merchandise. The services, aimed primarily at private siding traffic, are complementary to the board's substantial trainload business – the movement of bulk traffics in consignments of several hundred tons. Use of the latest high-capacity air-braked wagons, capable of travelling at speeds up to 75 mph, has enabled BR to offer the wagonload customer reliable overnight transits over long distances.

In October the present network of 18 daily services, carrying some 2 million tonnes of traffic over nine routes, will be expanded to 24 services over 12 routes, with new services linking Dover-London-Warrington-Glasgow-Dundee; Birmingham-Sheffield-Leeds-York-Newcastle; and Humberside-Leeds-Carlisle-Glasgow.

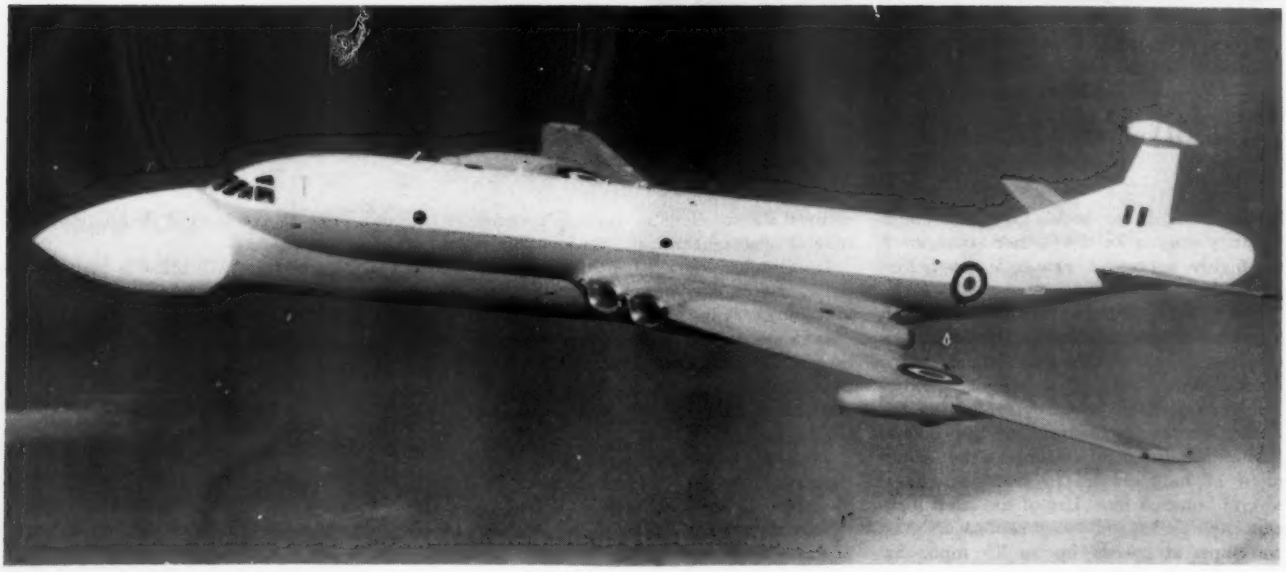
These new services will give overnight transits, including connections with Spain, Switzerland, Italy and France, for delivery to the main centres of Britain within 18 hours of despatch from an English Channel port, and similar links to continental destinations for exports.

The new vehicles will allow a further 20 services to be added over the next two or three years. Some will duplicate existing services already nearing capacity loads.

Traffic carried on the express freight services ranges from tinplate to textiles, canned foods to fertilisers, chemicals to china clay; more than 20 per cent of the tonnage is traffic newly attracted to rail – some from road hauliers who appreciate the value of the new standards of rail trunk haulage in conbination with their own distribution services.

Farnborough: Britain's aerospace shop window

Above, a hand-held infra-red thermal imager, a real-time day and night observation device designed by Hawker Siddeley Dynamics, together with an example of thermal imagery. Designed for military or security use, the thermal imager detects passive infra-red radiation and can be used even in total darkness with no artificial illumination. (Below) an armed intruder is detected at night using a thermal imager. As well as the figure, buildings, a line of posts and bushes can be seen although at the time they were invisible to the eye.



Exporting military might

Following our news report last week of the Farnborough show, these pages illustrate further examples of Britain's achievements in the aerospace industry.

Aircraft on opposite page

Top, first deliveries to the Royal Air Force of the Hawk ground attack trainer will start in October and 10 of the 175 Hawks on order for the RAF are scheduled to enter operational service by the end of the year.

Centre, Panavia's Tornado MRCA pictured at Farnborough by Bob Butler, Department of Industry photo unit.

Bottom, a high transit speed, good low-speed characteristics, required endurance, spacious cabin and smooth, quiet flight make the HS Nimrod an ideal platform for maritime reconnaissance and attack.

Pictures on the right

Top, a single-seat Jaguar is seen taking off from Warton Aerodrome in Lancashire carrying Matra R550 Magic air-to-air missiles on the overwing pylons. The Anglo-French Jaguar is designed specifically for interdiction, battlefield support, low-level reconnaissance and, in the two-seat version, as an advanced trainer. Britain and France have an initial requirement for a total of 400 Jaguars, and export orders worth £80 million have been received.

Centre, the lightweight Sea Skua missile system from BAC is designed for operation from the Royal Navy's Lynx helicopters, to counter the serious threat from missile-firing fast patrol craft. This picture illustrates the basic operational concept. Sea Skua is an all-weather, semi-active homing, sea-skimming missile. The complete helicopter-borne system comprises: surveillance and tracking radar, fire-control equipment; missile launch gear; up to four missiles.

Bottom, A BAC Swingfire long-range ATGW mounted on Argocat. This weapon/vehicle combination, which can easily be lifted by medium-capacity helicopters, is designed to defend troops moving into battle when they are most vulnerable to counter attack by armoured formations.

Technology news

United Kingdom energy gap by year 2000

Between 1990 and 2000 AD, the world will face a potential energy scarcity, and the UK will change from being an energy exporting country in 1990 to having to import energy by 2000 AD.

These are the projections of a paper* prepared by the Energy Research Group at the Cavendish Laboratory, Cambridge, for the Advisory Council on Energy Conservation (ACEC).

The paper is now being published in the Department of Energy's Energy Paper series. It says:

'For the short to medium term future, UK energy prospects are favourable compared to those of many industrialised countries. These favourable prospects could lead to energy problems in the long term unless there is adequate development of the coal and nuclear power industries together with the adoption of vigorous measures for energy conservation . . .

'Additional measures for energy conservation in this period will contribute also to the longer term future by allowing more time for the development of alternative supplies and for long term gains from energy conservation.'

The paper says that the UK government can influence a number of areas relating to future energy prospects including: development of the coal supply industry; development of more efficient techniques for the direct use of coal; controlling the rate of development and depletion of North Sea oil and gas; development of the electricity supply industry, particularly nuclear power; energy conservation measures, particularly those relating to standards, regulations and pricing of fuels and international energy policy and co-ordination.

The paper covers the historical features of both world and UK energy demand, outlines world and UK energy resources and, from these, makes projections of world and UK supply and demand between 1990 and 2000 AD.

The world projections are based on assumptions of high and low economic growth. For the UK, each of these projections is coupled with alternative assumptions of high and low indigenous energy supply. But it is evident that in all four cases, there is a net import requirement in the UK for coal, oil and gas by the year 2000 AD. This 'energy gap' in the UK is estimated as requiring imports of from 66 to 176 million tons of oil equivalent, depending on the rate of economic growth and the level of indigenous supplies.

The paper says that the projections are not forecasts for future energy demand, but are designed to illustrate the range of problems that need to be taken into account in energy planning.

* 'Energy Prospects' – Advisory Council for Energy Conservation Paper 3. It is published in the Department of Energy's series of Energy Papers as Energy Paper No 12, and is available in Government bookshops, price £1.10.

Underlying properties of underlays

Wira, the floorcoverings research and services centre, has just started a two-year investigation into the properties of carpet underlays and how they affect carpet performance. The work will cover both integral and separate underlays.

Up to now very little technical evidence has been produced on the contribution carpet underlays make to wear life, cushioning and other factors, or on the correct selection of underlays for a particular carpet or wear location.

Wira is inviting industry to participate and already 16 firms such as felt and rubber underlay manufacturers, chemical suppliers and carpet manufacturers are sponsoring the work. In return sponsoring firms have the advantage of some project control, early knowledge of results, and use of the results for their own benefit.

The project leader Mrs Dorothy Feather, well-known for her work on carpet test methods, said 'We aim not only to determine how underlay properties affect the overall carpet performance but also to develop methods of test for measuring the important properties, which could help to establish performance standards acceptable to industry'. She admitted that, at present, minimal technical evidence on the merits of underlays was available to purchasers.

Reduction in hydraulic noise

The Mechanical Engineering and Machine Tools Requirements Board set up by the Department of Industry and under the chairmanship of Sir John Atwell has recently given approval for a £1.3 million research and development project on the reduction of noise in hydraulic systems.

Contracts covering a three-year period have been placed with the special projects group of the National Engineering Laboratory, the British Hydromechanics Research Association, the Fluid Power Centre at the University of Bath, and the University of Aston in Birmingham.

A technical co-ordinating committee, which includes representatives from user and manufacturing industry, the Association of Hydraulic Equipment Manufacturers Ltd and the Institution of Mechanical Engineers, has been formed under Francis Levetus, to co-ordinate and monitor the work. The secretariat for this requirements board committee will be provided by METSU (mechanical engineering technical support unit) which is based at NEL.

Further inquiries to: J. R. Turnbull, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU (tel. East Kilbride 20222 ext. 497).

These instruments, made by Electrolocation Ltd, Bristol, are the latest in a series designed to locate, track the route of and estimate the depth of, any underground service such as power and telephone cables, drains or sewers, water and gas pipes. Described as electronic sub-surface survey instruments they have now been through stringent environmental tests.

One man's waste

An industrial company announced recently that it had found a way of saving over £50,000 per year. One product of their process was waste caustic soda which previously was treated chemically prior to disposal: now it is sold to other manufacturers for use in place of new materials. This was the outcome of taking part in the UK Waste Materials Exchange.

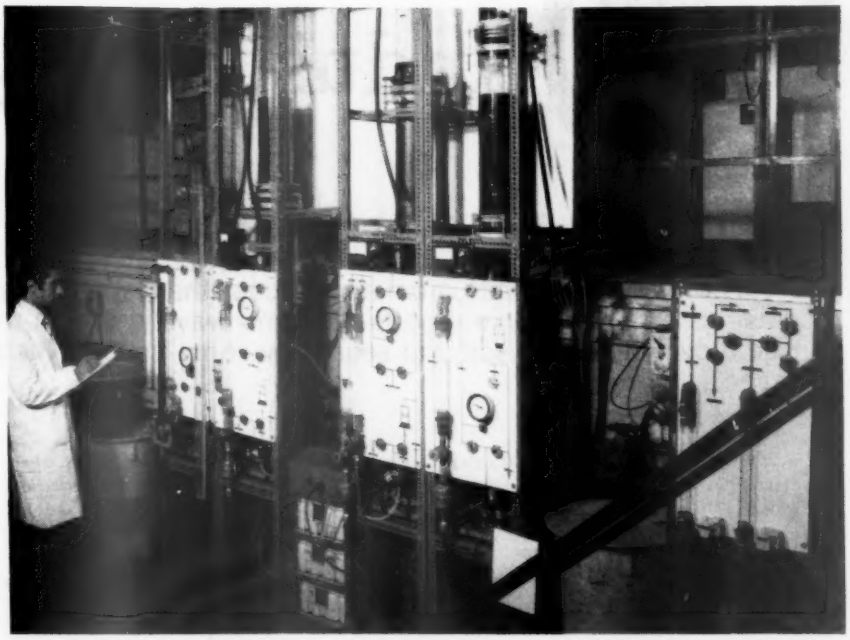
Already another company has announced savings of £8,000 per year; while a third which used to pay £100 per week for disposal of caustic potash waste, now has it collected free by a company who uses it in the manufacture of potash-based fertilisers. With similar situations occuring in a wide range of industries, the overall picture represents a value of materials 'exchanged' in this way to be in excess of £1.5 million.

Participation in the United Kingdom Waste Materials Exchange provides financial benefits in terms of savings on disposal costs while at the same time promoting conservation of materials.

The exchange has been in operation only one and a half years, and the diversity of 'waste' materials that are currently available ranges from 'potassium hydroxide flake' to 'rubber rings', or from 'dirty white spirit' to 'beetroot tops'.

Further information is available from the Exchange Manager, Alan Poll at UK Waste Materials Exchange, Warren Springs Laboratory, PO Box 51, Stevenage, Herts SG1 2DT, tel. Stevenage 3388.

Ion exchange resin evaluation facility



Recently commissioned in the Permutit-Boby Process Laboratories, this ion exchange resin evaluation facility (REF) allows controlled column testing of both anion and cation resins in various regeneration modes. Simultaneous running is possible in orthodox downflow, packed bed upflow, air hold-down and split-bed techniques. Column controls have been arranged to allow personnel training for full scale ion exchange plant operation. The REF incorporates continuous conductivity recording, automatic shutdown and automatic sampling for total organic carbon, sodium, silica, and so on. Its addition to Permutit-Boby's process laboratory facilities will increase knowledge of resin behaviour under different operating techniques. Permutit-Boby, of Isleworth, Middlesex, specialise in water, effluent and process liquids treatment.

Legs at risk

Motorcycles should be built with some form of protection for riders' legs, according to the Transport and Road Research Laboratory. An investigation of how this can best be done is now being carried out by TRRL.

Results from a survey in Berkshire and Buckinghamshire of 483 motorcycle accidents have shown that legs were by far the most common part of the body to be injured. The survey also found that most of the fatal and severe injuries were caused by riders hitting other vehicles after being thrown off their machines – injuries from the motorcycles themselves were relatively few.

The survey also showed that motorcycle accidents happen mainly in towns during daylight. Most of the multi-vehicle accidents were at junctions and roundabouts with the motorcycle going ahead and the other vehicle manoeuvring. It is obviously important therefore that riders should make themselves as conspicuous as possible, approaching junctions with caution.

Seventy-three per cent of the riders had not passed the motorcycle test at the time of their accident. Chin cups were present on single strap helmets in only about half the sample yet 12 of the 14 helmets that came off when the strap was fastened were fitted with chin cups. TRRL recommends that chin cups should be removed from older helmets and the strap fastened under the chin.

Further details from the survey will appear in TRRL Supplementary Report 239: Motor Cycle Safety-Accident Survey and Rider Injuries by J. Whitaker to be published soon.

Better quality soya protein

High-quality textured soya protein has gone into production at the new Witham, Essex-based company of GMB Proteins Ltd – a joint-venture company recently formed by General Mills Inc. USA and Bush Boake Allen Ltd, a division of Albright and Wilson.

Marketed under the trade-name Bontrae, the new product is claimed to have many advantages over other textured soya proteins by virtue of a unique manufacturing process.

It is understood that GMB Proteins intends to install plant in other European countries as the market develops.

The most commonly used method of texturing dehydrated soya has been mechanical extrusion, but this gives a product that is slow to rehydrate, and has a marked residual soya flavour. The new steam texturing process developed by General Mills is said to overcome these deficiencies and make the product easy to integrate with fresh meat, chicken and fish.

SRC's central laser facility

There are many applications of lasers and this might lead one to suppose that everything that needs to be known about the device is already known. However a great deal of fundamental research still remains to be done.

Plans to provide central high power laser facilities for university use at the Rutherford Laboratory are now being implemented. Following government approval of the Science Research Council's proposal in October last year, the principal items of equipment have been ordered and the laboratories are being prepared at Chilton.

The experimental programme is expected to fall into two parts. Initially, the projects will be relatively inexpensive, and will be largely an extension of laser-matter interaction studies already in progress. The second part of the programme will require high-power systems capable of creating highly dense states of matter.

In recent years there has been increasing interest in laser-induced fusion, with research into the interaction between laser light and matter, and the interaction and plasma formation when solid targets are irradiated.

Research and commissioning are expected to start in November 1976.

Industrial H_2O

The cost of water has risen dramatically over the last two years and is likely to go on increasing. Jennifer Clarke reports on some ways in which this now valuable commodity can be recycled and reused and sees how some firms in Wales are being affected by the shortage.

The average cost to industry of 1,000 gallons of water is now 48.7 pence, compared to 29 pence per 1,000 gallons in 1974-75. In some areas the water charge is as high as 60 pence per 1,000 gallons. These costs are likely to continue to increase. Quite apart from the present drought, cheap water in the past was based on the long life of equipment installed in Victorian times, as well as on pollution-free rivers and a lower population. A good many of the physical assets are now in need of replacement.

Last week, speaking to the TUC, Denis Howell, minister with special responsibility for co-ordination of the drought, said it was feasible to transfer water from the north-west and the Lakes to assist the Midlands, south Wales, Wessex and, in an extreme situation to the south-west. We would, he said, have to allow for poor rainfall in winter and contingency planning was proceeding on these assumptions. The big engineering schemes involved in establishing this type of national water grid would of course involve spending a great deal of money.

Against this background, projects such as desalination, which were formerly rejected on grounds of cost, may now become profitable. From the individual firm's point of view, it is also worth making new calculations.

While it continued to be (almost) freely available, nobody thought a great deal about water but many companies are now looking diligently at the amount they use. A firm which is in a position to give specialist help, in this situation, is Portals Water Treatment, which has just set up an Industrial Water Advisory Unit, offering advice to companies on how savings may be made.

In many cases it is now economic to recover water. The cost of discharging obnoxious effluents has increased. If a company already has a treatment process simply to satisfy the regulations, changing to a water recovery system can be profitable as well as helping to conserve national water supplies.

In the metal finishing industry, large quantities of water are used for washing the parts after electroplating. The used water is contaminated with chrome and cyanide, and must be treated before being discharged. If the water is treated differently at no greater cost, it can be recovered totally for re-use. Portals estimate that in a plating shop consuming 100,000 gallons a day, the saving is approximately £70 per day, on a capital cost of, say, £50,000.

Where large volumes of water are being used for washing and similar purposes, which do not give poisonous or obnoxious contamination, it can easily be recovered for re-use at low cost.

In a motor company, for instance, where millions of gallons of water a day were being used for washing car bodies as part of the painting process, then discharged, a water treatment system gave virtually complete recovery at much less cost than using new water.

In many cases it is possible to treat the water going into a factory so as to reduce the amount required. Modern package boilers will not tolerate high levels of dissolved solids in the boiler water and as much as 20 per cent of the input water must be continuously discharged and thrown away. It is claimed that if the water is partially demineralised by an existing process the discharge can be reduced to below 5 per cent.

A 2,500-gallon inflatable rubber storage tank, made by Leyland and Birmingham Rubber Co.

Economies with boilers

The Industrial Water Advisory Unit believes that in the existing emergency conditions it is often possible to economise in the amount of water used in boilers and cooling systems by adding chemicals which enable the normal concentration limits of such systems to be exceeded, without the installation of new equipment. There are many methods of reducing existing consumption under current emergency conditions. There is, the company maintains, no general water shortage, but large-scale wastage.

When water is taken out of the sea, or an estuary or a river it is normally treated with chemicals such as chlorine or biocides in order to keep out bacteria and animal and plant growth. Even shellfish (mussels in particular) can cause fouling in the cooling system. But the addition of chemicals can give rise to further problems since they are effective pollutants in themselves. Although chlorine can be relied on to kill the organisms which cause fouling in the pipes, it also results in increased corrosion and will attack the immersed metal pipework.

Electrolytic fouling prevention

As an alternative, Cathodic Protection Co Ltd, of Grantham, Lincs, has now introduced a system of automatic electrolytic fouling prevention which can clean brackish and sea water for cooling systems. In practice an electrode screen is dissolved at the water intake, which may lead to a factory, steel mill, power station, or offshore platform. Dissolution of the screen provides a toxic medium in which fouling organisms will not settle or develop. After this the dissolved products of the electrode form an oxide and are precipitated and can be easily removed from the water without any risk of pollution.

Another suggestion for cleaning water comes from a European firm, Chemviron, which claims that, in many industries, water could be recycled indefinitely if carbon were used in the filters, rather than sand.

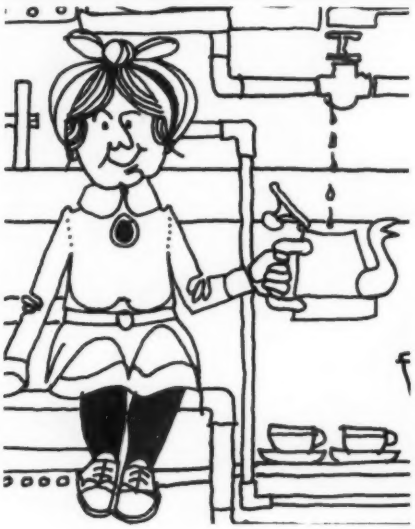
According to Geoff Waller, Chemviron's manager in London, 'the cost of replacing sand with carbon is only fractionally more than refilling the filters with new sand.'

In view of the drought, Chemviron, one of Europe's largest producers of granular activated carbon, has expanded storage and handling facilities at Gray's, Essex. If companies do not already have water treatment plant, Chemviron offers an adsorption service which removes many of the poisonous organic pollutants in industrial waste so that the treated water can be recycled.

During a shortage there is often increased demand for buckets and new dustbins in which water can be stored. To cope with this problem on a larger scale, the Leyland and

Treatment plant at the British Steel Corporation's Anchor continuous casting works, installed by Portals Water Treatment – Permutit-Boby: 21,700 gallons of cooling water are re-treated per minute, while losses are less than 900 gallons per hour.

Part of a plant for handling the effluent produced during the processing of both root and green vegetables. This Portals Water Treatment-Permutit-Boby plant 'polishes' the effluent and provides treated water for recycling back to the factory.



Bottom left : The chairman of the York Waterworks Company, A. H. Norton, opening the new high lift pump house and control complex at Acomb Landing Treatment Works, York. Built by Shepherd Construction Ltd the complex is part of a £4.5 million modernisation and extension programme, some of which is already helping to maintain supplies during the current drought. The building will house four sets of automatically controlled variable speed pumps which will lift the treated water into the distribution system.

Bottom right : Made by the Cathodic Protection Co Ltd, this electrode screen is about to be placed in front of a large water intake. Operating at low power outputs (about 60W), the electrode dissolves and prevents marine fouling in the water which can then be used for cooling. The electrode then forms an oxide and can be easily removed.

Birmingham Rubber Company of Leyland, Lancs, has now produced portable inflatable rubber storage tanks. When deflated the tanks are light and compact and can be quickly erected by one man on any reasonably smooth and level piece of ground. The tanks could be used by industry for recycling slightly polluted water.

Made in neoprene-coated nylon, the tanks can be made in any size up to 10,000 gallons capacity and are supplied ready for use with a foot pump and cover.

Drought Act

At the Department of the Environment, the Drought Act is being implemented, as and when the local water authorities need it. Rationing is being done at local level by local water authorities.

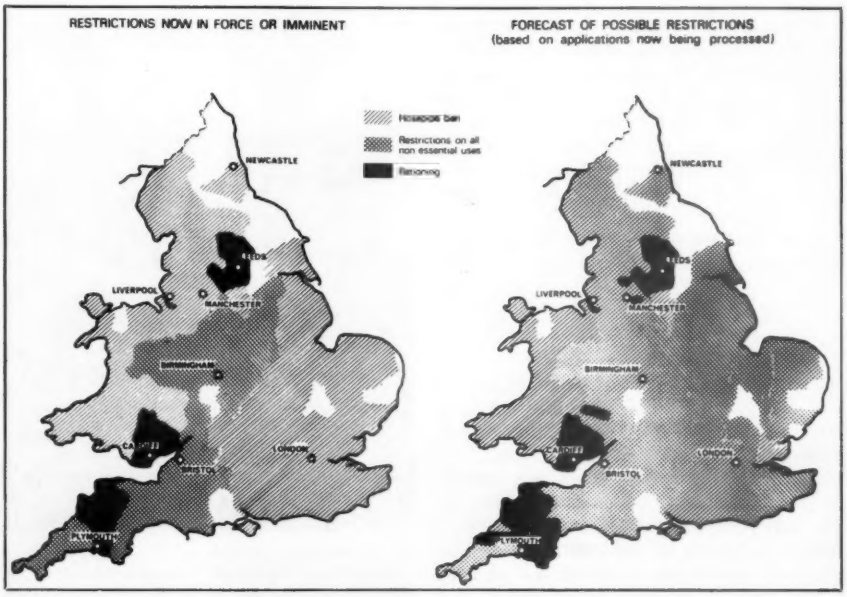
In Wales some 'cottage industries' in common with domestic users face cuts of up to 17 hours a day, so that hairdressers, dentists and schools may be without water for some hours. Even here, however, supplies to heavy industry are not being actually cut off.

According to the Welsh National Water Development Authority, industry had been asked to reduce their consumption by 50 per cent by 15 September. It is in fact possible to monitor the amounts used by each individual firm and the figures for March and September last year are being used as the basis of comparison.

Firms with complex processes may be considered as special exceptions, although some have already achieved substantial savings by reducing the quantity of water used in canteens and for other domestic purposes.

The normal consumption in south-east Wales is 110 million gallons of water per day. The local water authority aims to cut this by half and last week's figures show this reduction has now almost been achieved, and that consumption is only 3.8 million gallons a day over the target figure.

One firm due for particular praise is Johnson and Johnson of Pontanfraith which achieved impressive savings by using paper plates and plastic knives and forks in the canteen, displaying charts of daily water consumption and inspecting the process plant twice every shift.



Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a government department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

T. W. Hawes, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

European community news

Special community talks on effects of drought

During a special one-day meeting of the community's agricultural ministers in Brussels on 9 September, Britain's Minister of Agriculture, Fisheries and Food, Fred Peart*, explained that the fact that the UK had not yet taken special measures did not mean that the effect of the drought on this country's agriculture was not serious. 'But we wished,' he said, 'to see what community measures are to be taken.'

* John Silkin became Minister of Agriculture, Fisheries and Food on 13 September when Mr Peart was appointed Lord Privy Seal.

In a statement issued during the meeting, he pointed out that for the UK the main problems were the increased use and cost of fodder and the high cost expected for potatoes and some vegetables.

'We asked the commission to consider as liberal a policy as possible for maize imports, in order to supplement our own supplies of feed and fodder. We are also supporting the extension of the tariff suspensions on potatoes and certain vegetables till the end of the year. Thus we are directing attention to immediate measures to help farmers and consumers.'

For the longer term Mr Peart said that the ideas put forward by the French Minister of Agriculture, M Bonnet, on aid for water supply and irrigation deserved very serious attention and he hoped that the commission would take this up very shortly.

Mr Peart said that the ministers also agreed to various extensions of community arrangements for beef and veal, for example cow intervention. 'We did not consider, however, that it was sensible to try to detach from the milk package the proposed non-marketing premium. The milk package must be looked at as a whole during the autumn.

Throughout the discussions Mr Peart made it clear that the UK had not ruled out further measures in this country. And, he said, it had been accepted by the commission that the situation was serious enough as an emergency to warrant the use of suitable national measures.

Ministers adopt joint projects in data processing

A series of three joint projects have been adopted by the EEC's council of ministers* in line with its resolution of July 1974 for a community policy on data processing.

The first project provides for a study on the setting up of a data base for matching organs and blood. This study will last nine months and detailed system specifications and costings will be produced.

The second joint project provides for a study of requirements in the field of legal document retrieval systems within the community. This study, which will last 18 months, will lead to specific proposals for phased development of systems.

Two development studies in computer-aided design are covered in the third project. The first, over 12 months, is a study of logic circuit design aids, examining work currently taking place in industry, universities and research centres, identification of gaps in this work, advising on the portability of systems and making recommendations for further work. The second CAD project covers the relationship of CAD to construction management and will last 18 months. The objective is to suggest how further development should proceed if it appears feasible and desirable following an examination of the sources of expertise and existing systems. This study will last 18 months.

The council has agreed the setting up of an advisory committee on the joint data processing projects to assist the commission in the execution of these projects. In particular, the committee will be consulted on the choice of project directors, the choice of organisations to which the work is to be entrusted, and the composition and responsibilities of the technical sub-committees, which will be set up for each of the separate projects.

The first meeting of this committee will be held at the end of September and it is likely that tenders will be invited for the individual projects towards the end of this year. Announcements that the commission is seeking tenders will be placed in the *Official Journal of the European Communities* which is obtainable from HMSO.

* Council decision 76/632 of 22 July. *Official Journal of the European Communities*, Vol. 19 L223 16 August 1976.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Development at British firm's Hanover factory

Containers for foot-and-mouth vaccine handled in aseptic conditions at Impfstoffwerk Wellcome near Hanover in West Germany. As a result of a recent development programme at this British-owned factory the capacity of the manufacturing unit, which first went into production nine years ago, has increased ten-fold.

European community new legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Wine. Regulation (EEC) 2134/76 amending for the third time regulation (EEC) 2115/75 by postponing until 31 August 1976 the final date for the delivery of alcohol obtained from the compulsory distillation of the by-products of wine-making (*Official Journal* L239, 31 August 1976).

Regulation (EEC) 2167/76 on the granting of aid for the re-storage of table wine in respect of which a storage contract was concluded during the wine-growing year 1975/76 (*Official Journal* L242, 3 September 1976).

Cereals and rice. Regulation (EEC) 2158/76 laying down rules for the application of regulation (EEC) 2742/75 (*Official Journal* L241, 2 September 1976).

Milk and milk products. Regulation (EEC) 2159/76 amending regulation (EEC) 677/76 laying down detailed rules for the application of the system for compulsory purchase of skimmed-milk powder (*Official Journal* L241, 2 September 1976).

Commercial policy

Imports from state-trading countries. The *Official Journal of the European Communities*, L242, 3 September 1976, contains the text of regulation (EEC) 2162/76 maintaining in effect until 31 December 1976, the rules introduced by regulation (EEC) 1887/76 whereby imports into Italy of electric filament lamps originating in certain European state-trading countries are subject to authorisation.

Imports from non-member states

The *Official Journal of the European Communities*, L241, 2 September 1976, contains the text of decision 76/708/EEC authorising France not to apply community treatment to certain setts, flags and paving, hearth and wall tiles falling within subheadings 69/07 ex A and B ex II and 69.08 ex A and B ex II of the common customs tariff, originating in Japan and in free circulation in the other member states.

The *Official Journal of the European Communities*, L243, 4 September 1976, contains the texts of the following decisions:

Decision 76/711/EEC concerning the application made by the UK under article 115 of the treaty for authorisation to apply protective measures in respect of knitted cotton outerwear, falling within heading ex 60.05 of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 76/718/EEC authorising the UK not to apply community treatment to polyester/cotton fabrics, falling within heading ex 56.07 of the common customs tariff, originating in Thailand and in free circulation in Germany.

Decision 76/719/EEC authorising Italy not to apply community treatment to pyrotechnic articles, falling within heading ex 36.05 of the common customs tariff, originating in China and in free circulation in Germany.

Revised forms for deliveries from bonded warehouses

For certain deliveries from bonded warehouses on and after 1 January 1977 forms OW50, GW9, CW60, TW60 and WW60 have been revised to provide for the presentation of additional detail required for EEC statistical purposes.

Forms OW50, GW9 and WW9 have also been retitled and renumbered as follows:

Form no.	New no.	New title
OW50	OW59	Free Circulation Warrant – Class B open warehouse goods for payment of customs duty
GW9	TW59	Supplementary Warrant for Home Use – Statistical data and additional charges on imported tobacco liable to customs duty
WW9	WW59	Free Circulation Warrant – Wet goods for payment of customs duty

From 1 January 1977, form OW59 is to be used for the payment of customs duty on matches and mechanical lighters and the new form OW51 is being introduced for the payment of excise duty on these goods.

The introduction of the revised and new forms requires some additions to warehouse stock records and changes in documentation procedures. Full details of these changes will be included in a new notice, no. 186B, which will be available in the autumn.

It is expected that the above forms will be available in November this year. Draft copies of the forms will be made available to those traders who operate a computer-based system of form preparation or who may wish to make early arrangements for the new forms to be overprinted. These may be obtained on application to any local Customs and Excise office quoting the reference DWO 36/76.

Commission drafts fresh water standards for fish

A new draft directive concerning the quality of fresh water suitable for sustaining fish life has been sent to the council by the European commission. The aim is to combat the risk of the disappearance of certain species and overcome the other harmful effects of polluting substances in fresh water.

The draft directive would establish physical and chemical requirements for those waters which member states consider to be capable of supporting fresh water fish; the standards would relate to temperature, oxygen content, acidity/alkalinity, etc, and the concentration of substances such as phosphates, nitrates and hydrocarbons. Member states would have five years in which to ensure that the waters in question met the requirements set out in the draft directive, and would be required to carry out regular sampling and analysis to ensure that the standards were being maintained.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

EEC – your questions answered

This week, we are publishing a selection of questions put to the Department of Industry's EEC Information Unit during the past month.
The unit helps businessmen by answering general questions about EEC membership. Its prime responsibility is with those matters which are the concern of the Department of Industry, Trade, Prices and Consumer Protection, but it is usually possible to direct an inquirer to sources of specialist advice in other government departments.
Contact the unit by ringing 01-215 4301 (six lines) or by writing to the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET.

Units of account

Q. What are the different uses and values of the various types of unit of account in the EEC?
A. The unit of account is the unit of value used by the EEC to express the amounts of money involved in community activities and policies. Not a currency in itself but a numeraire or common denominator (enabling sums to be both expressed in a common unit and easily converted into member states' currencies) and an accounting device, the unit of account was defined in 1962 as identical in gold value to the US dollar (0.88867088 grammes). This enabled the EEC to use the conversion rates already established between the member states' currencies and the dollar for its own purposes; important among these was the business of the common agricultural policy stemming from the fixing of common prices.

During the years of stable exchange rates units of account could thus be expressed simply in dollars or converted, as could the market values of the EEC currencies themselves, through the gold-based parities declared with the International Monetary Fund. But since 1971 the gold-based value of the unit of account has ceased to be directly convertible into the market values of the national currencies as these fluctuated away from the IMF parities. Its value as a numeraire has therefore been eroded.

In the absence of long-term monetary arrangements or success in restoring exchange rate stability through joint floating of their currencies, the EEC members decided to maintain the old IMF parity conversion rates between the currencies and the unit of account for several fields of its business; the value of the unit of account in these fields must therefore be expressed either in terms of the 'pre-Smithsonian dollar' (the pre-1971 or pre-devaluation value of the dollar) or in terms of EEC currency values equally out of date. In some areas of EEC activity, notably agriculture, new units of account have had to be introduced to reflect market values more accurately.

The units of account currently in use are:

1 **Gold-based unit of account (ua).** This survives for all general budgetary purposes (contributions and receipts), for the payment of fines for breaches of competition policy, and customs purposes (this conversion rate confers on the £ a value of 2.4ua, the parity declared to the IMF at the last devaluation of the £ sterling in 1967).

2 **Agricultural unit of account.** There is no separate 'agricultural' unit of account as such, but a series of separate rates at which the unit of account (in which common prices are expressed and farm trade conducted) is converted into the national currencies. These special rates had their origins as far back as 1969 when the devaluation of the French franc and revaluation of the Deutschemark necessitated a change in those currencies' conversion rates, and there was already a separate 'representative rate' used for sterling by the time the UK entered the EEC – but the major changes have been made by successive council decisions since June 1973. The still considerable differences that remain between many currencies' market values and these 'representative rates' or 'green' currencies are made up by monetary compensatory amounts (acting in the case of the UK, as in the case of other members with devalued currencies, as a subsidy on imports).

3 **European or 'basket' unit of account (EUA).** There is a further, quite separate, unit of account in use in the EEC: for the purposes of administering the fourth European development fund (financing the Lomé convention) the council agreed in March 1975 to define a new unit of account in terms of a 'basket' of EEC currencies. The value of this particular unit of account in a given currency equals the sum of the fixed amounts of each member state's currency, weighted when the 'basket' was first composed according to the member states' gnp and relative trading strengths. This value is calculated in Belgian francs, and then converted into other currencies at the market rate in the various capitals. The commission publishes their values daily.

The use of the EUA has been extended to the European Investment Bank and the European Coal and Steel Community's budget, and it is a useful means of reflecting the changing relationships of EEC currencies so as to smooth out violent fluctuations in its value in particular currencies,

EEC information

Free service for businessmen !
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is : EEC Information Unit,
Department of Industry,
1 Victoria Street, London SW1 H 0ET.
Tel. 01-215 4301 (six lines).

as well as of expressing third country currencies in terms of the unit of account.

4 **European monetary unit of account (EMUA).** This has the same value as the gold-based unit of account and is used solely for transactions by the European monetary co-operation fund. Conversions into EEC currencies are made at the 'central rates' worked out for floating currencies according to IMF rules, thus enabling the EMCF to settle with the IMF on a multilateral basis.

5 **EUR.** This is the unit used by the EEC's statistical office to express amounts equal in value to the gold-based unit of account.

Setting up a company

Q. We are considering setting up a company in France or Germany. Where can I find information on legal and administrative requirements in these countries?

A. At present there is no harmonisation of requirements relating to company formation in EEC countries. Taxation, administrative controls and regional incentives are determined mainly by national or regional legislation. Useful sources of information include many of the large clearing banks and the commercial sections of the embassies of the relevant countries (see above). Where necessary, embassies will refer you to appropriate authorities in the country concerned for fuller details.

Brief summaries of national requirements for most of the EEC countries are available in the form of handouts from the Overseas Tariffs and Regulations Section of the Department of Trade, Export House, 50 Ludgate Hill, London EC4, tel. 01-248 5757 ext. 423 (France), 7174 (Denmark), 288 (Netherlands, Belgium, Luxembourg), 466 (Italy, Irish Republic) and 467 (West Germany).

Living costs in the EEC

Q. In order to consider expanding our operations in other EEC countries, we need figures on living costs, wage rates, conditions of employment, etc. Where is such information available?

A. The Confederation of British Industry publishes annually a useful booklet entitled *West European Living Costs*. The fifth edition, giving prices and related information effective in March 1976, was published in July. It sets out general guidelines to likely costs in Austria, Belgium, Denmark, Finland, France, West Germany, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom, but is not intended to be a comparative study of one country's prices with another's. This guide, which includes sections on accommodation, clothing, consumer goods, food, salaries, office services, taxation and transport, can be obtained from the Confederation of British Industry (Print and Publications Department), 21 Tothill Street, London SW1H 9LP, price £6.00 (payment with order).

Information about wage rates (by industry) and conditions of employment in the EEC and other countries is available from the Department of Employment (EEC Information), 32 St James's Square, London SW1, tel. 01-214 6000. The Department of Health and Social Security's International Relations Division, 10 John Adam Street, London WC2N 6ND, tel. 01-217 3663, can supply details of social security benefits in other member states.

Similar data for all member states can be obtained from the Statistical Office of the European Communities, Directorate C – Demographic and Social Statistics, European Centre, Luxembourg – Kirchberg. Telex 3423 COMEUR LU, or from the London embassies of individual countries.

Finally, the EEC Information Unit can supply comparative statistics on consumer prices in member states of the community.

London embassies of EEC member states

Belgium
103 Eaton Square
SW1W 9AB
01-235 3731

Denmark
29 Pont Street
SW1X 0BA
01-584 0102

France (commercial section)
12 Stanhope Gate
W1Y 6JH
01-493 5021

Federal Republic of Germany
(commercial information service)
11 Grosvenor Crescent
SW1X 7EE
01-235 0691

Republic of Ireland
17 Grosvenor Place
SW1X 7HR
01-235 2171

Italy
14 Three Kings Yard
Davies Street
W1Y 2EH
01-629 8200

Luxembourg
27 Wilton Crescent
SW1X 8SD
01-235 6961

Netherlands
38 Hyde Park Gate
SW7 5DP
01-584 5040

Dutch woman comparing food prices – just one of the living costs listed in the CBI's guide *West European Living Costs*. (photograph : the Royal Netherlands Embassy)

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance – at least three clear months ahead of the event – and in sufficient quantity – two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

Trade statistics: the EEC's and other commodity classifications

This article, which describes the EEC commodity classification, Nimexe, and some of the basic international classifications to which it is related, also looks ahead to developments in harmonised commodity coding.

Joining the EEC in 1973 not only made the UK a member of a trading area which accounts for some 40 per cent of world trade, but also involved this country in a number of obligations as far as existing community law was concerned. Among those obligations was the adoption of the community's common customs tariff (CCT) and its nomenclature of goods for the external trade statistics of the community and statistics of trade between member states (Nimexe), a nomenclature of imports and exports for Europe (see below).

Implementation of these requirements entailed the adaptation of classifications which have themselves been evolved from – and correlated to – previously established international nomenclatures. Perhaps the most influential of these was the Brussels tariff nomenclature (BTN), known since this year as the Customs Co-operation Council nomenclature (CCCN), and the United Nations standard international trade classification (SITC).

Common customs tariff and the UK customs tariff

Based on the CCC nomenclature (see opposite page), the common customs tariff of the EEC came into force in July 1968 and provides a uniform classification for the application of customs duties throughout the community. It is administered by the Administration of the Customs Union (ACU) of the commission and is regularly amended to meet international commitments or changing trade requirements. The revised edition is published in the *Official Journal of the European Communities* towards the end of each year, becoming effective from the following 1 January.

The UK customs tariff is also based on the CCCN headings, and since January 1974 has incorporated all the duty subheadings of the community's CCT. The present UK tariff also retains a large number of national (ie UK only) duty subheadings, but these will be eliminated at the end of the transitional period; for most goods this will be 1 July 1977.

Export and import statistics: Nimexe

In accordance with EEC regulations, statistics of member states' exports and imports must be classified according to Nimexe. The headings of this commodity classification are based mainly – but not exclusively, particularly in the agricultural sector – on headings of the EEC's common customs tariff. Some headings are identical while others are subdivided for statistical purposes. They are also consistent with both the CCCN and the standard international trade classification and its revisions (see opposite page). The first four digits of the six-figure Nimexe code numbers are those of the related CCCN headings and the remaining two identify the items. Nimexe now comprises nearly 7,000 headings and, in order to maintain and improve its correlation with other nomenclatures and to adapt it to changing commercial trends, amendments are made annually. The revised edition is also published in the *Official Journal of the European Communities* and takes effect from 1 January each year.

Proposals for the revision of Nimexe are considered by a special committee of the Statistical Office of the European Communities (SOEC) which consists of representatives of member states and which meets regularly in Luxembourg. The UK is represented by officials of the Department of Industry and HM Customs and Excise Statistical Office.

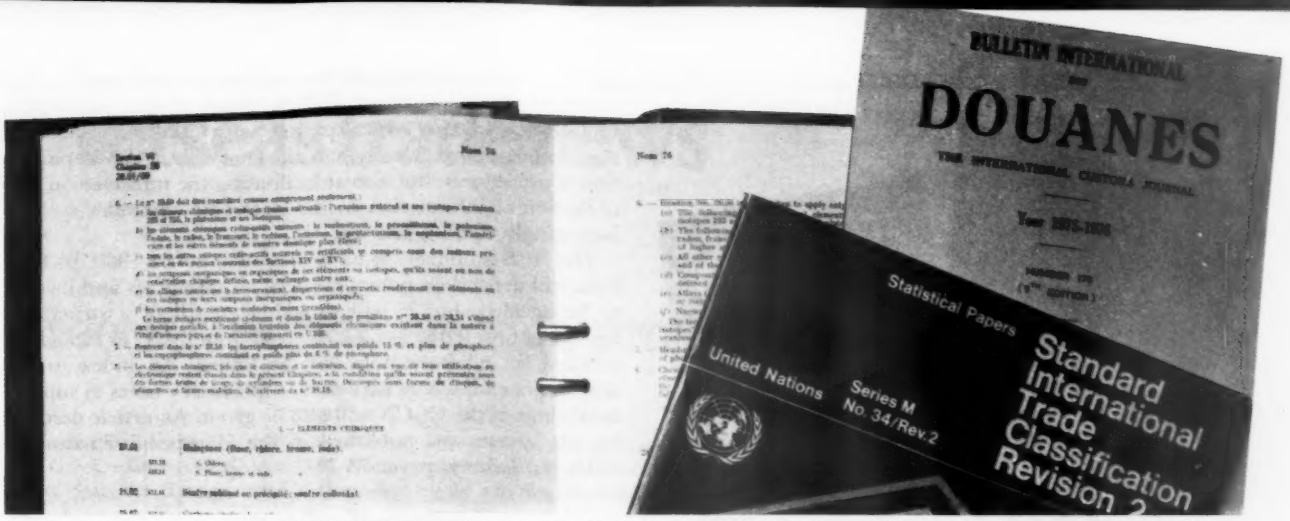
Proposed amendments may emanate from any one of three sources – the EEC itself, national authorities or, most commonly, from European trade federations representing the constituent national trade organisations in the member states. The participation of these trade bodies in formulating and submitting to the SOEC proposals for amendments not only makes it possible to measure the support for a proposal – without a clear majority of trade support its chances of successful adoption are lessened – but also facilitates the drafting of suitable texts to ensure identical coverage in all the official languages of the community. At the same time it provides a channel for communication, for example, on points where technical advice is required.

UK trade associations intending to collaborate with their counterparts in the EEC in seeking amendments to Nimexe are asked to keep the Department of Industry and HM Customs and Excise Statistical Office informed, either through existing contacts – in the case of the Department of Industry, these are usually its sponsoring divisions for the industries concerned – or via the addresses on page 728. Conversely, UK industries whose interests may be affected by proposed changes in Nimexe headings are consulted through the same channels.

For the UK to have adopted Nimexe completely from the outset would have caused excessive fragmentation of the tariff with consequent disadvantages, not least in convenience to users. To avoid this, the adoption of Nimexe by the UK will not be completed before 1 January 1978. In the meantime, the gradual incorporation of Nimexe headings into those chapters of the UK tariff where it is practicable is proceeding in close

Commodity classifications in short

CCT	The EEC's common customs tariff
Nimexe	The nomenclature of goods for the external trade statistics of the EEC and statistics of trade between member states
BTN	Brussels tariff nomenclature
CCCN	Customs Co-operation Council nomenclature
SITC	Standard international trade classification
BEC	Classification by broad economic categories
HCS	Harmonised commodity description and coding system



Copies of most classifications and publications may be seen at the Statistics and Market Intelligence Library of the Department of Industry.

consultation with the appropriate trade associations and government departments. By the beginning of 1977, about 85 per cent of the tariff will have been dealt with. Only areas of particular difficulty or those which already include extensively fragmented headings, such as those relating to chemicals, plastics, paper and some kinds of machinery and appliances, will then have been excluded.

EEC regulation no 1736/75, which entered into force in June 1975, provides for the adherence by member states to uniform methodology in compiling external trade statistics.

Customs Co-operation Council nomenclature

As we have seen, the Brussels tariff nomenclature has been renamed as the Customs Co-operation Council nomenclature (CCCN). This was done to obviate any confusion, not only between the Customs Co-operation Council – an international customs organisation having world wide scope and influence – and the EEC which both have their headquarters in Brussels, but also between the nomenclature itself and the community's common customs tariff which, although based on the CCCN, is not synonymous with it.

As a general rule, under the CCCN classification system goods obtained from the same raw material are grouped in the same chapter and then arranged progressively from raw material to finished articles. The system was devised for customs tariff purposes and, with the aim of facilitating and promoting international trade, to provide a standard nomenclature to simplify the tasks of producers, importers, exporters and customs administrations in classifying commodities within a common framework. The nomenclature, which was incorporated in a convention dated 15 December 1950, comprises a set of interpretative rules, legal notes on chapters and a systematically ordered list of headings covering virtually all items in international commerce.

The CCCN has some 1,097 headings, including two optional headings, covering the various categories of goods. These are arranged in 99 chapters which are themselves grouped into 21 sections. Each heading is identified by a four-digit code number of which the first two figures indicate the chapter and the remainder show the order of the heading in the chapter. Among its complementary publications are a series of explanatory notes designed to safeguard uniformity of classification. An alphabetical index to the products mentioned in the CCCN, plus its explanatory notes, is also provided. Countries may introduce sub-headings into their national tariff classifications to meet the needs of their own economies provided that the sub-divisions relate to the products classified in a CCCN heading and do not modify the main structure or the coverage of the chapters.

Headings of the CCCN are revised from time to time to take account of technical developments and changes in international trade. Some such amendments, which will have consequential effects on allied classifications, will come into force from 1 January 1978.

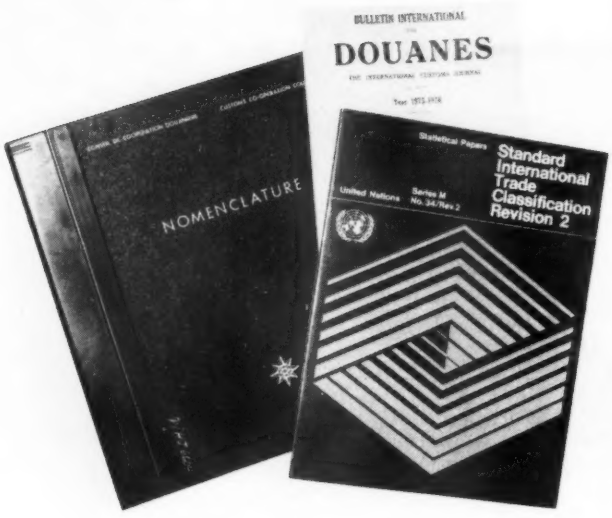
Some 130 customs administrations, including the main trading nations – the EEC member states, Efta and Japan among others – have adopted the CCCN as a basis for their tariff and trade classifications. Notable exceptions are the United States, although they are currently examining the possibility of introducing a CCCN-based tariff, and the Eastern European countries which use other systems. With the advantages of being so widely adopted and thus well known, the CCCN has been taken as a basis for some additional classifications intended for purposes other than those of customs tariffs.

Standard international trade classification

For economic analysis, classifications giving different groupings of products or finer distinctions than those required for tariff purposes are needed. To meet such needs and to provide a uniform international basis for reporting or analysing trade statistics, the United Nations statistical commission issued, in 1951, the first version of the standard international trade classification (SITC). It comprised 570 items arranged in 150 groups, 52 divisions and 10 sections, distinguishing raw materials, semi-manufactures and finished products of significance in international trade, and was designed to provide data commonly needed in compiling trade statistics. The structure is flexible permitting expansion by sub-division of basic headings or contraction by aggregation to the next higher level.

To take account of structural changes in international trade since 1950, a revised classification, SITC(revised), or SITC(R), was published in 1960 and commodity indexes which brought up to date the original SITC indexes, were published in 1963. This has 1,312 items, 625 sub-groups which may be summarised into 177 groups covering the data usually needed in international compilations of trade statistics, 56 divisions and 10 sections. The commodity indexes are in two volumes containing, respectively, the principal articles falling within each SITC item and an alphabetical index to entries in the item index. The SITC(R) items correspond one-for-one with the headings of the CCCN including a number of statistical sub-headings introduced specially into the CCCN for the purpose, but the groups and sections and the coding system differ. This correlation has made possible the utilisation of the CCCN explanatory notes permitting the same precision of definition to be applied to the SITC(R) headings as to the CCCN headings.

A second revision, SITC(revision 2), also similarly correlated with the CCCN, was completed in 1974 and this has 1,924



basic headings, 786 sub-groups, 233 groups, 63 divisions and 10 sections which accord to broad economic categories. Countries, including the UK, accounting for some 88 per cent of world trade, now compile commodity trade statistics on the basis of the SITC system or classifications compatible with it. UK figures will be first published on the SITC(revision 2) basis by the Department of Trade from January 1978. The United Nations Statistical Office nevertheless hopes to publish international trade data, even though some may be approximate, on the basis of the second revision beginning with figures for the year 1976.

Broad economic categories classification

The SITC, as revised, is not wholly satisfactory for some purposes of economic analysis – for example, the study of the uses to which goods are put or of some aspects of national and regional economic problems. And so a need for international trade statistics to be analysed by broad economic categories was recognised. In 1971, therefore, the UN Statistical Office prepared and published a 'Classification By Broad Economic Categories' (BEC) comprising 19 categories of commodities and distinguishing not only five large economic classes – food, industrial supplies, capital equipment, consumer durables and consumer non-durables – but also separate categories for fuels and lubricants and transport equipment, and specifying within all these groups certain distinctive subsidiary categories. From this it is possible to obtain aggregates broadly comparable to the three basic classes – capital, intermediate and consumption goods – in the system of national accounts (SNA).

The BEC categories, as a derivative classification, are defined in terms of the divisions down to items of the SITC(revised). Because goods entering into international trade may be put to various uses, exact alignment is impossible and thus the BEC categories are classified by their main end-uses. The BEC is intended to serve as a guideline for national classifications of external trade statistics according to broad economic categories and perhaps to supplement existing classifications compatible with national statistical systems.

Harmonised commodity description and coding system

The harmonised commodity description and coding system (HCS) is basically a system for identifying and classifying commodities of significance in world trade by means of a single common description and code number. This can be used to produce information for a variety of purposes, such as the needs of customs administrations, statisticians, or freight forwarders. It is being developed by the Customs Co-operation Council in consultation with other bodies and, as it is based on the widely-used CCCN which it may ultimately replace, it will also be compatible with other classifications already mentioned. The system aims not only at the simplification of procedures, but also at facilitating the transmission and utilisation of information in the electronic computer systems increasingly coming into use.

The HCS is unlikely to be in operation before 1980. Its final form will depend on potential users' requirements and has yet to be decided, but it will probably consist of a structured nomenclature with associated code numbers to which a detailed list of descriptors will be linked. An index to the descriptors and, where necessary, explanatory notes to supplement those of the CCCN will also be given. An article describing the system was published in the 11 April 1975 issue of *Trade and Industry*, pages 73-74.

Inquiries and sources of reference

Inquiries on this article may be addressed to the Chief Statistician, Economics and Statistics Division 5B, Department of Industry, 1 Victoria Street SW1H 0ET, or to the Controller, HM Customs and Excise, Statistical Office, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex SS2 6AL, tel. 0702 49421 ext. 204.

Copies of the classifications and publications mentioned in this article, other than the harmonised commodity description and coding system, may be seen on application at the Statistics and Market Intelligence Library of the Department of Industry, Export House, Ludgate Hill, London EC4, tel. 01-215 5645/5770. With the exception of the standard industrial trade classification (rev. 1) which is no longer in print, they may also be obtained from HM Stationery Office, PO Box 569, London SE1, or through any bookseller.

Information on the harmonised commodity description and coding system may be obtained either from HM Customs and Excise, General Customs Division A, Kent House, Upper Ground, London SE1 9PS, tel. 01-928 0533 ext. 530, or from the Simplification of International Trade Procedures Board (Sitpro), 11-12 Waterloo Place, London SW1Y 4AU.

Detailed statistics of United Kingdom overseas trade

Each month the overseas trade statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the tariff and overseas trade classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the tariff and overseas trade classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL, tel. Southend (0702) 49421, ext. 316 or 323 for imports, or ext. 314 or 315 for exports; Telex 99112 CUSEX Southend.

Overseas trade news

Greece's public service projects impress Mr Dell

After what he described as 'very useful' talks with Greek ministers, Edmund Dell, Secretary of State for Trade, ended a three-day visit to Greece on 8 September.

Before leaving Athens, Mr Dell said that he had been most impressed by the range of public service projects which were being planned. 'I am sure that British experience, technological know-how, and management skills, will be able to make a most important contribution to many of these developments.'

In addition to several meetings with his host, Alternate Minister of Co-ordination and Planning John Boutos, and long discussions with Minister of Co-ordination Mr Papaligouras, Mr Dell was received by Prime Minister Constantine Karamanlis. He also met the Greek Ministers of Defence, Foreign Affairs, Industry, Commerce, Public Works and Merchant Marine, as well as leading members of the Greek business community.

The ministerial discussions covered a wide range of economic, trade and shipping subjects, including Greece's membership of the EEC – on which the support of the British government is known – and the range of Greek public sector projects in which British firms are interested.

On the EEC, Mr Dell made it clear that the British government would be very happy to assist the Greek government in offering them the benefit of their own practical experience in the matter of effective adaptation by a new member to community practices and in administrative questions relative to the transitional period to full membership.

At their final meeting Mr Boutos and Mr Dell agreed that the visit had been most valuable and looked forward to future meetings.

Economic monetary and industrial talks in Yugoslavia

From Athens, Mr Dell flew to Belgrade for discussions with Dr Emil Ludwiger, the Yugoslav Federal Secretary of Foreign Trade.

He also had talks with Janko Smole, a member of the Federal Executive Council and president of the commission for co-ordinating co-operation with the EEC and other international organisations, the governor of the National Bank, and Dr Anton Vratusa, vice-president of the Federal Executive Council and president of the Federal Council for Social Questions, as well as members of the Serbian Executive Council.

Mr Dell cancelled the remainder of his programme on Friday (10 September) after the air crash involving a British Airways Trident and an Inex Adria Airways DC9 near Zagreb (see Home news). He visited the scene of the crash before returning to London.

Birmingham seminar on Hong Kong market

Birmingham Chamber of Industry and Commerce will be holding a seminar entitled 'Opportunities in Hong Kong' on the morning of Friday 15 October. Speakers will include Mr I. A. C. Kinnear, senior British trade commissioner, Hong Kong, Mr H. J. C. Browne, a director of John Swire and Sons Ltd and chairman of the Hong Kong trade advisory group, and Mr, P. E. Hutson, resident executive director of the Hong Kong and Shanghai Banking Corporation.

Further details about the seminar can be obtained from Christopher Harvey, Birmingham Chamber of Industry and Commerce, 75 Harborne Road, Birmingham B15 3DH (tel. 021-454 6171).

Japanese market for pollution control

The Japanese market for pollution control equipment can be expected to grow rapidly. There is therefore substantial scope for selling British technology in Japan. This is the main conclusion in a survey *The Japanese Market for Pollution Control and Measuring Equipment** published by BOTB.

The report details the market for imported pollution control equipment and technology; the major Japanese manufacturers; and the future for imports.

* *The Japanese Market for Pollution Control and Measuring Equipment* was prepared for the BOTB by International Business Information Inc. Tokyo. It is available price £5 from the Central Library, 1 Victoria Street, London SW1H 0ET.

Far East tour by Seatag chairman

Denis Rooney, chairman of the south-east Asia trade advisory group (Seatag), is to visit the Far East again at the end of this month to complete his tour of the Association of South East Asian Nations (Asean) capitals. His latest tour will take in Singapore, Bangkok and Kuala Lumpur.

The aim of these visits is to look personally at ways of promoting a closer reciprocal understanding of the market needs of an important and expanding region of the world.

Mr Rooney, who is chairman and managing director of Balfour Beatty Ltd, became chairman of BOTB's advisory group for south-east Asia in December 1975. Shortly after his appointment he visited Singapore, Jakarta and Manila when he met Singapore ministers and senior government officials. He plans to hold similar meetings with the Singapore British Business Association in Singapore from 22 to 24 September during his forthcoming tour.

On 24 September Mr Rooney flies to Bangkok where he will meet Thai ministers and their advisers in the commercial field as well as representatives of the British business community in Thailand. He is scheduled to arrive in Kuala Lumpur on 28 September where he will hold discussions with Malaysian ministers and their officials and local businessmen, including the British Malaysian Industrial Trade Association.

New look for overseas trade

Overseas trade coverage in *Trade and Industry* now has a new look with a series of revised weekly sections:

Overseas trade news
Brings news of major international and economic developments, export credit details, official UK announcements for both importers and exporters, plus news of BOTB and chamber of commerce activities.

Country data
Country-by-country news of commercial developments, including tariff changes, overseas (see page 735).

Exhibitions
Coverage of British participation in overseas trade fairs from UK diplomatic representatives around the world (see page 742).

Export services
A new section dealing with developments in the British industries serving exporters (see page 746).

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

No. 1575: Woven cotton textiles from India

Notice to importers 1509, (see *Trade and Industry*, 26 September 1975, page 747), stated that a further notice would be published about the arrangements for licensing those goods not covered by the EEC/India agreement. Notice to importers 1549 (see *Trade and Industry*, 2 April 1976, page 30) set out the quota levels and licensing arrangements for cotton yarn from India for the period 1 January 1976 to 31 March 1977. The current UK restrictions on the remaining goods not covered by the EEC/India agreement are being phased out in accordance with article 2 of the Gatt multifibres arrangement (MFA), and the items covered and the quota levels for the period 1 January to 31 March 1977 are set out below. It should be noted that the category numbers shown are those previously used but are now prefixed with the letter 'P'.

Licensing arrangements

Effectively there is no additional licensing requirement, since imports of these items from India are already subject to UK import licensing. The Indian authorities will continue to administer the quotas as at present, by issuing white export certificates to Indian exporters for onward transmission to UK importers. These certificates, together with completed form(s) ILB/A, should be sent by the importer to Import Licensing Branch, at the address given above, who will issue UK import licences up to the quota limits.

Handloom and textile handicraft products

Cotton handloom fabrics and products originating in India will not be subject to quantitative restrictions if the procedures relating to such goods and described in notice to importers 1509 are followed.

Imports for re-export

Imports of goods subject to UK phasing-out arrangements will not be set off against quotas if they are re-exported in the same state or after limited processing. The general import licensing arrangements for restricted textiles re-exported from the UK are set out in notice to importers 1441.

UK import surveillance

In addition to the textiles covered by this notice most other textiles from India and other non-EEC countries are subject to UK surveillance arrangements. Descriptions of these goods and the licensing arrangements are set out in notice to importers 1484 and 1502.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

Category no	Tariff heading	Description	Quantity (sq. yd)
P9	ex 58.04	Corduroy containing more than 50% by weight of cotton	142,135
P12	ex 58.04	Other pile fabrics containing more than 50% by weight of cotton	262,000
	ex 59.13	Elasticated fabric containing more than 50% by weight of woven cotton	1,965
P13	ex 61.01	Men's and boys' trousers, containing more than 50% by weight of woven cotton	6,705,000
P14	ex 61.02	Women's, girls' and infants' outer garments, containing more than 50% by weight of woven cotton, other than blouses	
P22	ex 61.01 ex 61.06 ex 62.05	Made-ups and garments not elsewhere specified, containing more than 50% by weight of woven cotton	
P15 P16 P17	ex 61.03 ex 61.04	Men's and boys' under garments, containing more than 50% by weight of woven cotton, other than shirts Women's, girls' and infants' under garments, containing more than 50% by weight of woven cotton	8,579,282

Provisional anti-dumping charge imposed on Chinese alarm clocks

An order* imposing a provisional charge to duty on imports of mechanical alarm clocks, other than travelling alarm clocks, from the People's Republic of China has been made by the Department of Trade.

The amount of provisional charge is £0.90 per clock and is valid for a period of three months from 16 September 1976.

The order follows an announcement on 25 August (*Trade and Industry*, 3 September 1976, page 622) that the previous provisional charges covering certain East European countries and the People's Republic of China would lapse as voluntary undertakings regarding future price levels of mechanical alarm clocks had been received from certain countries and similar undertakings were expected from the others. Satisfactory voluntary undertakings have now been received from all the countries except the People's Republic of China.

Cash deposit

A provisional charge is not a duty as such, but a security in the form of a cash deposit which will be required from importers or their authorised agents by Customs and Excise for the payment of any definitive anti-dumping duty which may be subsequently imposed.

Such a definitive anti-dumping duty may be made retrospective to the date of the imposition of the new provisional charge, but not before, and the rate of any retrospective duty cannot exceed the provisional charge.

If an order imposing a retrospective duty is not made before the provisional charge lapses or is revoked the deposits will be returned. If such an order is made the deposits will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge the appropriate repayments will be made.

* Copies of the order imposing this charge, the Anti-Dumping (Provisional Charge to Duty) (No. 2) Order 1976, SI 1976 No. 1471, will be available from HMSO, 49 High Holborn, London WC1 (price 8p) or by post from HMSO, PO Box 569, London SE1 (price 16½p).

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing UK demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the UK demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury order in which the materials are specified and will remain in operation until 30 June 1977, or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 1 October.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
85.22	Training simulators for use with the Milan missile	As in previous column	30 June 1977	G/T 15832

Sitpro studies export documentation costs

A study to identify the costs involved in submitting statistical information on trade documents is being carried out by the Simplification of International Trade Procedures Board (Sitpro).

The aims of the study are to:

Identify those items of information which are difficult for commercial interests to provide, and then to make recommendations on easier methods of providing essential information.

Permit a realistic reassessment of statistical requirements.

To help improve the accuracy of published statistics.

The first stage of this study is to list the items of information, such as ships nationality, tariff/trade code and statistical quantities, required on various export forms and, among other things, to identify those that are difficult to provide because of the time at which they are required, the complexity of the information or because of the general lack of understanding of how a form should be completed. At a later stage, Sitpro will be sending out to a representative cross-section of companies a questionnaire aimed at identifying the cost of providing these more difficult data elements.

Sitpro hopes by means of this study to reduce the work imposed on shippers and others who are required to provide information about international trade movements. The board would welcome information from companies on difficulties which they are currently facing in providing any of the information required on customs export entries, EEC documents or other statistical forms. Comments should be passed to Sitpro, 11/12 Waterloo Place, London SW1Y 4AU, tel. 01-839 3393.

Poznan fair applications

As in previous years the Department of Trade will be organising a British pavilion at the Poznan international technical goods fair, which will be held from 12 to 21 June 1977. The Poznan fair is the largest annual event to be held in Eastern Europe, and is the focal point each year where representatives from Polish industry meet suppliers from abroad. The fair therefore provides a useful method of making and maintaining contacts within the Polish market.

In 1976, British industry was strongly represented with no less than 200 companies participating. Demand for space is expected to increase for 1977.

The final date for the return of application forms is 29 October 1976.

Further details and application forms are available from Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU tel. 01-248 5757 ext. 7246.

Constructive atmosphere for air service agreement talks

The first round of talks aimed at a renegotiation of the air services agreement between the UK and the United States came to an end on 10 September. The next round will open in Washington on 18 October.

A statement issued on behalf of the two delegations said that the two days of talks were held in a constructive atmosphere. There had been a preliminary discussion of British proposals about the concepts on which they thought that the new agreement should be based.

The two delegations drew up a programme of future meetings designed to result in a new agreement before June next year when the UK's notice of termination of the existing agreement will come into effect.

At the opening of the negotiations George Rogers, Department of Trade, and leader of the UK delegation had said the UK was seeking a more equitable agreement, which would provide a better balance of benefits.

Equity he said was a fairly new concept in air services matters but it represented not simply a trend in our thinking but a trend in world thinking. This was the only basis for the new agreement, which we hoped would endure for the next quarter of a century.

Mr. Rogers went on to say that the Bermuda agreement, and other agreements, had led to a situation in which the US air transport industry had a domination among world airlines and even in some areas monopoly. The UK believed that this was inappropriate in the present day world.

There had been suggestions that these negotiations were a confrontation between the two sides but this was not at all how the UK saw it nor how this country wanted it to be.

'We view the talks,' Mr Rogers said, 'as a collaboration to introduce a new order, a more equitable order, which will stand the test of current ideas and will provide an enduring basis for the development of civil aviation.'

The leaders of the delegations before the conference.

Opportunities to study West German market: two London chamber missions

Two educational missions to West Germany are being sponsored by the London Chamber of Commerce and Industry during October and supported by BOTB.

The first is to Frankfurt from 12 to 14 October and is timed to coincide with the Frankfurt dairy engineering exhibition. The second is to Essen from 19 to 21 October and will take in the Essen security exhibition.

Both these missions are for companies with less than 200 employees and who have not exported to Germany before.

More information can be obtained from Anita Russell, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4 5AB, tel. 01-248 4444 ext. 124.

The pack
will be in

ENCIRCLE TI 193 ON PAGE 759 FOR FURTHER INFORMATION

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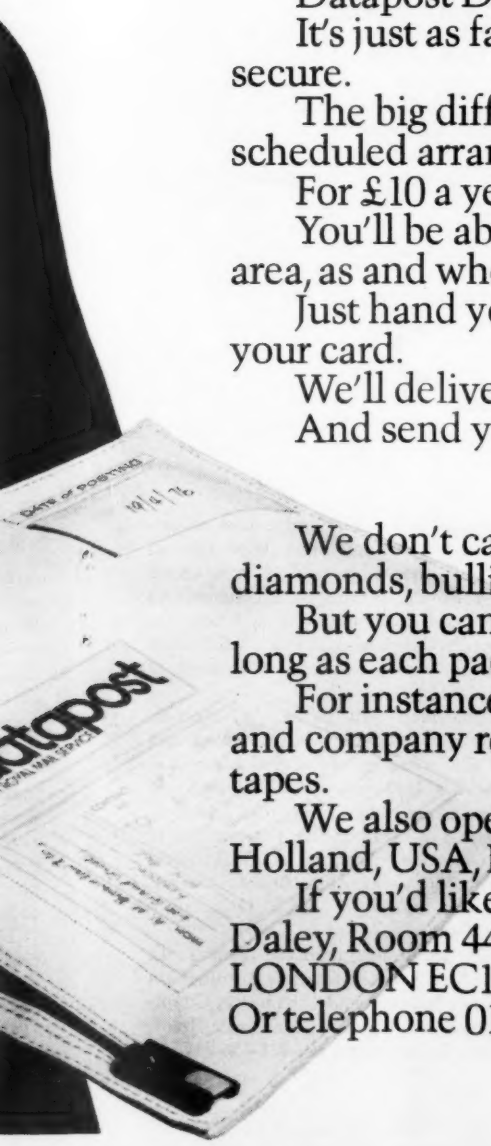

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Or telephone 01-432 1919/20. The Post Office

ECGD backs £10m loan for Moroccan steelworks

The Export Credits Guarantee Department has guaranteed a £10 million loan which Lazard Brothers and Co Ltd, acting on behalf of Midland Bank Ltd and Clydesdale Bank Ltd, has made available to Societe Nationale de Siderurgie de Nador in Morocco. This is the first large loan made to a Moroccan buyer to be guaranteed by ECGD.

The loan will help finance a consultancy contract won by the W. S. Atkins Group of Epsom, Surrey, acting in joint venture with Sofresid of Paris for the design and supervision of construction of an integrated steel complex at Nador on the Mediterranean coast, north-east Morocco.

When complete, the steel works will have an annual capacity of 1 million tonnes. It is due to be commissioned in 1980.

New overseas trade teaching aids available

Two teaching packages of visual aids (vufoils, 35mm slide transparencies, handouts and accompanying commentaries), one on aspects of international trade and payments and the other on transportation and documentation, are now available. Both have been commissioned by BOTB, who have borne development costs, and produced by the Slough College of Higher Education under the direction of subject specialists Mr H. B. Jackson and Mr A. E. Branch.

The packages have been designed primarily to help college lecturers teaching the foundation course in overseas trade but they are also of interest to other teaching institutions, chambers of commerce and firms running overseas trade courses.

The cost is £21 per set, or £40 for the two. Further information and an order form may be obtained from Export Development Division 1B, Room 201, 1-19 Victoria Street, London SW1H 0ET, tel. 01-215 5393.

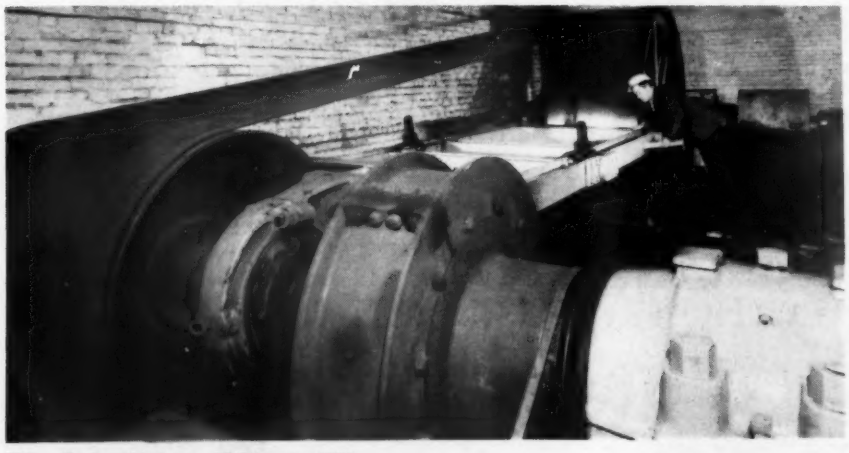
Leading Yorkshire exporters share their know-how

Yorkshire's already large contribution to Britain's overseas trade could be further increased as a result of a BOTB export conference at the Central Library Theatre, Bradford, on 30 September. BOTB chairman Sir Frederick Catherwood and vice-chairman the Duke of Kent will join over 200 representatives from established exporting firms for an exchange of ideas on export practice.

Case histories of the exporting experiences of five well-known Yorkshire firms will be presented, and members of the audience, which will include senior management and shop-floor representatives, will hear the conference presenter, Robert McKenzie, question the companies' representatives on how the results were achieved. The companies are: Dale Electric of Great Britain Ltd, Gristhorpe, near Filey; Rose Forgrove Ltd, and Howson Algraphy, both of Seacroft, near Leeds; Rowntree Mackintosh of York; and Gledhill Brothers and Company Ltd of Huddersfield.

Transmission belting on show in Australia

A broad span of British industry will be presented by the Dundee and Tayside Chamber of Commerce on its fifth mission to Australia since 1969. Among the firms takihg part, from 24 October to 7 Novemberwill be Stephens Miraclo Extremultus Ltd of Dukinfield in north-west England, who built this transmission belt – the biggest in Europe. It was installed in a steel rolling mill in 1969 and is still going strong without any maintenance or attention.



Invitation to exhibit in Tel Aviv

Following the successful British participation in the last technology trade fair in Tel Aviv, BOTB intends to organise a British pavilion at this event again in 1977, subject to sufficient response from British companies. There will also be a limited amount of outside space available. Technology 1977, which will be held from 8 to 15 June, will cover the following product sectors:

Mechanical engineering: machine tools for the metal industry; machinery for other industries; tools and accessories; compressors, pumps and valves; hydraulics; welding apparatus; transportation and garage equipment.

Electrical engineering: generators and power-plants; electrical installations; electronics; measuring and testing apparatus; communications.

Building and construction: machinery and equipment; prefabricated units and elements; heating and airconditioning; machinery for public works; materials handling equipment.

Environmental control techniques: water-air-noise-urban and industrial waste.

Research and development: consulting services; technical literature.

Space in the British pavilion will be available to companies at £30/m² inside and £15/m² outside. This will include provision by the board of a basic shell stand and necessary display facilities inside the pavilion or an area dressed for display outside.

Further information and application forms for the British pavilion can be obtained from Miss J. M. Neeson, Fairs and Promotions Branch, Room 005, Hillgate House, 26 Old Bailey, London EC4M 7HU (tel. 01-248 5757 ext. 7092), or from Allen Burke, General Secretary, Anglo-Israel Chamber of Commerce, 8-12 Brook Street, London W1 (tel. 01-493 0140).

Symposium on exporting to West Africa

Identification of markets and export opportunities in Nigeria and other West African countries is the subject of a symposium arranged by the Birmingham Chamber of Industry and Commerce in collaboration with British Caledonian Airways on Friday 8 October at 11 a.m. at Chamber of Commerce House.

The chairman will be A. W. Robins, chairman of the chamber's Africa section, and among the speakers are Lord Merrivale, G. Wilson of the United Africa Company, H. B. Formstone of the Commercial Relations and Exports division of the Department of Trade, G. Wood, chairman of the Tropical Africa Advisory Group of the British Overseas Trade Board, and D. Joy and R. C. Norris of British Caledonian Airways.

Further details are available from T. L. Edgar or Miss J. A. Attwood at Birmingham Chamber of Industry and Commerce, Chamber of Commerce House, 75 Harborne Road, Edgbaston, Birmingham, tel. 021-454 6171.

Overseas trade country data

Argentina

Foreign investment regulations. The new foreign investment law 21382 has now been published. The main points seem to be as follows:

1 Foreign investments in Argentina will have the same rights and obligations as national ventures under the constitution and laws.

2 Companies will be classed as either of national capital or of foreign capital; if there is more than 49 per cent foreign capital, the company is classed as a company of foreign capital.

3 Foreign investments may be effected in: foreign currencies and capital goods, replacement parts and accessories thereof and profits or capital in Argentine currency belonging to foreign investors provided such are recognised as legally remittable funds and capitalisation of foreign credits and intangibles and other forms of investment approved by the authorities.

4 Foreign investment in sectors related to national defence and security, public services, press, radio and television, energy, education, and the financial and banking system, need prior authorisation from the executive power. When investment means that a local capital company is converted into a foreign capital company; when investment is made through used capital goods; when investment enjoys special promotional benefits; when it is over US$5 million; and when it is the property of a foreign state, prior authorisation is also required from the executive power.

5 There will be automatic registration without need for previous approval for reinvestment of profits in companies already established, provided that the reinvestment does not turn a local capital company into a foreign capital company, and that it is destined to the same economic activity; and for new investment in companies already existing when this is not more than 10 per cent of the registered foreign capital.

6 Approval by the competent authority only (this is to be a Department of the Ministry of Economy) is necessary if the foreign investment totals less than US$5 million.

7 Repartriation of foreign capital can only be made from three years after its entry into Argentina, unless a longer period has been initially agreed, and on condition that the investment is functioning normally.

8 Remittance of dividends abroad will be subject to a special tax when the profit exceeds 12 per cent of the registered capital. The scale is as follows:

Profits paid	Tax rate
From 12 to 15%, payable on the amount exceeding 12%	15%
From 15 to 20%, payable on the amount exceeding 15%	20%
More than 20%, payable on the amount exceeding 20%	25%

9 Only companies with investment legally registered will be able to remit profits abroad and repatriate capital; in times of external payments difficulties, repatriation of capital may be suspended and external bonds may be acquired to the amount of the profits each company wishes to remit.

10 Contracts and operations between companies abroad and their local affiliates will be considered as if they were between independent entities provided that they are carried out according to the normal practices of the market.

11 Companies with foreign capital already existing in Argentina will be subject to this law and will have their category and total investment determined by the authorities within three years; the conditions ruling at the time of their original investment will be taken into consideration by the authorities. Meanwhile should any of them wish to repatriate all or some of their capital before this process is completed, the authorities will deal with their case within 120 days of their request.

A full English translation is available on request from OTAR tel. 01-248 5757 ext. 474.

Inquiries: CRE 01-215 5287.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Australia

Tariff changes. The following changes in the Australian tariff took effect from 25 August 1976.

		General tariff	Preferential tariff
Omit sub-item 44.15.1, substitute the following sub-item:			
44.15.1	Plywood, including plywood covered with any material:		
44.15.11	Exceeding 5.5mm in thickness and not exceeding 23mm in thickness, not being plywood having a surface ply of redwood (that is to say, *Sequoia sempervirens*) or western red cedar (that is to sy, *Thuja plicata*):		
44.15.111	As prescribed by by-law	44%; or, if higher $0.0565 per m³ and $0.0102 per m³ for each mm in thickness in excess of 5.5mm	24%; or, if higher, $0.0303 per m³, and $0.0055 per m³ for each mm in thickness in excess of 5.5mm
44.15.119	Other	44%, and a temporary duty of $0.50 per m³ for each mm in thickness in excess of 5.5mm; or, if higher, $0.0565 per m³, and $0.0102 per m³ for each mm in thickness in excess of 5.5mm, and a temporary duty of $0.50 per m³ for each mm in thickness in excess of 5.5mm	24%, and a temporary duty of $0.50 per m³ for each mm in thickness in excess of 5.5mm; or, if higher, $0.0303 per m³, and $0.0055 per m³ for each mm in thickness in excess of 5.5mm, and a temporary duty of $0.50 per m³ for each mm in thickness in excess of 5.5mm
44.15.19	Other	44%; or, if higher $0.0565 per m³, and $0.0102 per m³ for each mm in thickness in excess of 5.5mm	24%; or, if higher, $0.0303 per m³, and $0.0055 per m³ for each mm in thickness in excess of 5.5mm

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Commercial vehicles: Industries Assistance Commission reference. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be accorded commercial vehicles (other than vehicles having a gross weight of less than 2.72 tonnes) falling within the following items of the customs tariff.

87.01.1, 87.02.3, 87.03, 87.14.11, 87.14.19, 84.06.3, 84.63.2, 87.04.9, 87.05.9, 87.06.9, 87.14.29.

The commission has also been asked whether the bylaw on components for commercial vehicles should be retained.

The Industries Assistance Commission is to submit an interim report by 30 November, pending the report on its long term inquiry into assistance for the industry.

UK firms or trade associations intending to submit evidence at the public hearing should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319. Ref: CRE 1538/76.

Cameroon

Foreign companies operating in Cameroon. The Chamber of Commerce, Industry and Mines has announced to the heads of industries and commercial enterprises, the text of law 76/9 of 8 July 1976, adopted by the National Assembly and promulgated by the President of the Republic.

Article 1
Each commercial or industrial enterprise, corporation or branch of a foreign commercial or industrial enterprise operating in Cameroon must set up its headquarters and accounts there.
However, special derogations can be granted by decree.

Article 2
Article 1 of the present law does not allude to research corporations, multinational corporations in which Cameroon is a shareholder and foreign corporations which have concluded markets (agreements) with private or para-public enterprises based in Cameroon, or with the state or private collectivities for a (specific) object and for a determined period.

Article 3
Commercial or industrial corporations operating in Cameroon at the date of publication of the present law have as deadline, 1 July 1977, to conform to the terms of article 1 above.

Inquiries: CRE 01-215 5334.

Fiji

Prohibited imports. The Fiji government has issued an amendment to the Customs (Prohibited Imports) Order 1975, so that import of the following is prohibited except in accordance with the terms of a licence issued by the telecommunications authority:

An apparatus or device designed, constructed or adapted solely or principally for the purpose of detecting and giving visual, audible or any other form of advance warning of the presence of any lawfully established radar check point.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

France

Regulations regarding registration and documentation of horses. Decree 76-351 of 15 April, published in the French *Journal Officiel* of 22 April extends to horses certain provisions of law 66-1005 of 28 December 1966 (completed by law no. 72-1030 of 15 November) which relates to stock-breeding.

Decree 76-352, of the same late, also published on 22 April sets out the way in which decree 76-351 will be applied. It deals with the registration and documentation of horses, matters relating to studbooks, and the policy and responsibilities of the French Ministry of Agriculture regarding the improvement of equine stock.

Copies of the French text of the decrees are available from OTAR.

Inquiries: OTAR 01-248 5757 ext. 423/7174/408.

Yoghurt. A decree published in the French *Journal Officiel* of 29 August 1976 lays down that manufacturers of yoghurt and other fermented milk products must show on the container or the lid the 'sell by' date. This should not be more than 21 days later than the date of manufacture and be expressed by the formula: 'date limite de vente' followed by the number of the day and month.

Inquiries: OTAR 01-248 5757 ext. 423.

Colourings in foodstuffs. A decree published in the French *Journal Officiel* of 28 August implementing EEC directive 76/399, prohibits from 1 October 1977 the putting up for sale of foodstuffs containing one or more of the following colourings:

E103 Chrysoine S	E152 Black 7984
E111 Orange GGN	E105 Fast yellow AB
E125 Scarlet GN	E121 Orchil, orcein
E130 Anthraquinone blue (solanthrene blue RS)	E126 Ponceau 6R
	E181 Burnt umber

The decree also repeats the prohibition to use amaranth (E123) in foodstuffs other than caviar or imitation caviar, from 1 January 1977.

Inquiries: OTAR 01-248 5757 ext. 423.

India

Adoption of BTN system for customs tariff. The Indian government has announced that the Indian Tariff Act 1934 and the Indian Tariff (Amendment) Act 1949, as further amended, have been replaced by the Customs Tariff Act 1975. This act came into effect on 1 August and is based on the Brussels Tariff Nomenclature system. It is stated that attempts have been made to maintain the rates of duty at the same level.

Inquiries: OTAR 01-248 5757 ext. 420/475/7062.

Indonesia

Import duty changes. The Indonesian Minister of Finance has announced the following changes of import duty and sales tax for motor vehicles with effect as from 21 July 1976.

	Import duty	Sales tax
Jeeps	Nil	Nil
Trimobiles	Nil	Nil
Sedans and station wagons	100%	20%
Buses	Nil	Nil
Delivery vans	Nil	Nil
Lorries, trucks etc.	Nil	Nil

Note: All vehicles in completely-knocked-down condition. Built up vehicles prohibited.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import duty changes on agar-agar and gunny sacks. The Indonesian Minister of Finance has announced that:

With effect from 5 June 1976 a surcharge of one-third on the import duty and sales tax of agar-agar so that the import duty is now 40 per cent and the import sales tax, 10 per cent and

With effect from 28 April 1976 partial exemption from import duty of one quarter is granted on the import of gunny bags or

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

sacks so that the import duty is now 30 per cent and the sales tax 5 per cent.

Inquiries: OTAR 01-248 5757 ext 469/401/468.

Iran

Import duties. A new law reducing import duties to 5 per cent on prefabricated houses and components came into effect on 12 May 1976.

The import duty reduction does not apply to:

Houses for which the cif price is more than 30,000 rials a square metre,
Houses made of plastic or fibreglass,
Houses of which the outer walls are made with reconstituted wood or other waste materials (these materials are, however, acceptable for interior walls).
Moveable furniture, domestic machinery, floor and wall coverings of woven materials.
Components which for the purpose for the new law may be regarded as part of a prefabricated house include:
doors, windows, hinges, door-handles and other fittings, baths, wash basins and other toilet fittings, plumbing, electric wiring, switch boxes and other electrical fittings, recessed (but not other) shelves, and central heating/domestic hot water systems.

Air-conditioning and cooling systems and lifts are only subject to the new law where they are provided for buildings of three storeys or more.

An unofficial translation of the law is available from OTAR.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Iraq

Agency Law. Law 8 sets out the conditions under which agents are allowed to operate in Iraq and includes the requirement for agents to register with the appropriate authorities. The deadline for registration has now been extended from 31 August, probably indefinitely.

Inquiries: CRE 01-215 5396/5795/5221.

Italy

Reinforced concrete, normal and prestressed and metallic structures. The supplement to the *Gazzetta Ufficiale*, 14 August 1976, published ministerial decree of 16 June 1976, on the technical standards for the manufacture and use of reinforced concrete, normal and prestressed and on the standards for metallic structures.

The similar standards laid down by ministerial decree of 30 May 1974 will cease to be valid from 31 December 1976. Copies of the decree, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext 466/467/288.

Chemical additives to foodstuffs. The supplement to the *Gazzetta Ufficiale*, 11 August 1976, published ministerial decree of 15 July 1976, updating certain sections of ministerial decree of 31 March 1965, concerning the standards of usage, and the approval of the permitted chemical additives in the manufacture of foodstuffs. The amendments to the original decree cover the sections dealing with antioxidants, gelling and thickening agents, and surface-active agents. Copies of both the recent decree, in Italian, and the original decree with subsequent amendments are available.

Inquiries: OTAR 01-248 5757 ext 466/467/288.

Japan

Labelling of household goods. The Ministry of International Trade and Industry (MITI) has issued a leaflet which sets out labelling requirements such as size, capacity and safety warnings for certain electrical household goods, with particular reference to washing machines and refrigerators.

It is expected that the regulations will be extended to cover electric cooking ranges, portable cookers and fluorescent light stands. Existing labelling requirements will also be extended to cover the following non-electrical items:

Soap; aluminium foil; babies bottles; pans; kettles; vacuum flasks; canteen containers; cleansing materials; detergents; sprung mattresses; desks; western wardrobes; Japanese wardrobes (tansu); chairs.

Interested British exporters should contact their agents who should be able to obtain further details from MITI. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Libya

Import regulations for telecommunications equipment. The Ministry of Economy has announced that following the formation of the National Telecommunication Company (NTC), PO Box 886, Tripoli, that the following items may now only be imported by the NTC:

Telephones; general, branch and central exchanges, manual and automatic; transmitters; wireless equipment; computer equipment for communication purposes; teleprinters and ancillary equipment.

These restrictions do not apply to imports for army or police contracts.

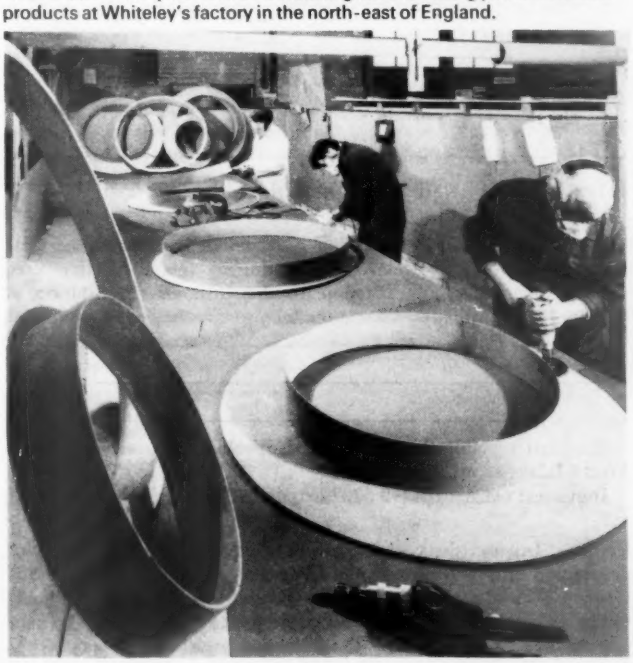
Inquiries: OTAR 01-248 5757 ext. 461.

Malaysia

Import control. The Malaysian government has passed the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (no. 16) Order 1976 which amends the second schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure)

Moulded paper for South America

B. S. and W. Whiteley who specialise in moulded paper products for the electrical and abrasives industry are offering both products and expertise to South America on the Westminster chamber of commerce trade mission to Brazil and Venezuela. The mission started on 9 September and finishes on 2 October. The picture shows finishing touches being put to moulded products at Whiteley's factory in the north-east of England.



CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

order 1973 by deleting the heading number 28.17.100 Sodium hydroxide (caustic soda).

The government has also passed the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (no. 17) Order 1976 which amends the first schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973 so that it now reads as follows:

Heading no.	Description of goods	Country
84.06 292	Pistons and cylinder liners with external diameter between 50mm and 155mm	All countries
84.06 392	Pistons and cylinder liners with external diameter between 50mm and 155mm	All countries

The first and second schedules list those goods which may not be imported into West Malaysia without a licence.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import duty amendment. The Malaysian government has passed the Customs Duties (Amendment) (no. 19) Order 1976 which amends the first schedule to the Customs Duties Order 1968 so that it reads as follows:

Heading no.	Description	Unit of quantity	Federation common tariff
28.17 100	Sodium hydroxide (caustic soda)	cwt	$300 per ton

The government has also passed the Customs Duties (Amendment) (no. 20) Order 1976 which amends the first schedule to the Customs Duties Order 1968 so that it now reads as follows:

Heading no.	Description	Unit of quantity	Federation common tariff
84.06	Internal combustion piston engines:		
	parts:		
292	pistons and cylinder liners with external diameter between 50mm and 155mm	Value	25%
293	other pistons and cylinder liners	Value	25%
	Other:		
	parts:		
392	pistons and cylinder liners with external diameter between 50mm and 155mm.	Value	25%
393	other pistons and cylinder liners	Value	25%

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import control. The Malaysian government has passed the Customs (Prohibition of Imports) (Amendment) (no. 2) Order 1976 which amends the first schedule to the Customs (Prohibition of Imports) Order 1969 by adding the following:

Item	Description	Country
13	Sodium arsenite	All countries

The first schedule lists those goods prohibited from entry into West Malaysia.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Penang. Import duty amendments. The Malaysian government has passed the Customs Duties (Penang) (Amendment) (no. 13) Order 1976 and the Customs Duties (Penang) (Amendment) (no. 14) Order 1976 which amends the schedule to the Customs Duties (Penang) Order 1973 by adding the following heading numbers: 28.17 100 – sodium hydroxide (caustic soda), 84.06 293, 84.06 393 – pistons and cylinder liners, so that the import duty on these items is also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Malta

Import licensing control. The Malta *Government Gazette*, 31 August 1976, announced that with immediate effect, the importation of the following goods will require a specific import licence.

Denim, blue: flannelette.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Boric Acid in Drugs (Control of Sale) Regulations, 1976. The Malta *Government Gazette* of 3 September 1976 announced that no person may import, manufacture or sell any medicinal preparation, intended for internal use, containing boric acid or sodium borate. Neither may any person sell any medicinal preparation containing boric acid or sodium borate, intended for external use, unless the container bears a label, clearly legible, with the words 'Poison - For external use only. Not to be used on skin or infants and children under three years of age.'

These regulations shall come into force on such date as the Minister of Health may fix by notice in the *Gazette*.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Cosmetics: composition and sale regulations. The Malta *Government Gazette* of 3 September 1976 announced the following regulations on the composition and sale of cosmetics:

1 No person may import, prepare, manufacture, advertise or sell any cosmetic preparation containing bithionol.
2 No person may import, prepare, manufacture, advertise or sell any cosmetic preparation containing mercury compounds in excess of one part per million calculated as the metal, other than such preparations as are intended to be used exclusively in the eye area in which case the content of mercury shall not exceed 65 parts per million.
3 No person may import, prepare, manufacture, advertise or sell any cosmetic or disinfectant or other preparation in the form of spray, which contains vinyl chloride.

These regulations shall come into force on such date as the Minister of Health may fix by notice in the *Gazette*.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Mozambique

Consumption tax. Mozambique *Boletim da Republica* 88 of 29 July 1976 published decree-law 27/76 which contains extensive alterations to the rates of consumption tax charged on motor vehicles, alcoholic beverages, tobacco products and a wide range of other goods.

British exporters wishing to know the new rates of tax should address their inquiries, giving the BN number of their goods, to OTAR 01-248 5757 ext. 458/461.

Import duty amendments. Mozambique *Boletim da Republica* 89 of 31 July 1976 contained order 141/76 which notified new rates of import duty to take effect on 1 August 1976. The Brussels nomenclature tariff numbers of the goods affected are listed below:

17.04 18.06 22.05 22.06 22.07 22.08 22.09 22.10 39.01 39.02 39.03 39.04 39.05 39.06 39.07 40.11 50.02 50.03 50.04 50.05 50.06 50.07 50.08 50.09 50.10 51.01 51.02 51.03 51.04 52.01 52.02 53.01 53.02 53.03

53.04 53.05 53.06 53.07 53.08 53.09 53.10 53.11 53.12 53.13 54.01 54.02 54.03 54.04 54.05 55.01 55.02 55.03 55.04 55.05 55.06 55.07 55.08 55.09 56.01 56.02 56.03 56.04 56.05 56.06 56.07 57.01 57.02 57.03

57.04 57.05 57.06 57.07 57.08 57.09 57.10 57.11 57.12 58.01 58.02 58.03 58.04 58.05 58.06 58.07 58.08 58.09 58.10 59.01 59.02 59.03 59.04 59.05 59.06 59.07 59.08 59.09 59.10 59.11 59.12 59.13 59.14 59.15

59.16 59.17 60.01 60.02 60.03 60.04 60.05 60.06 61.01 61.02 61.03 61.04 61.05 61.06 61.07 61.08 61.09 61.10 61.11 62.01 62.02 62.03 62.04 62.05 63.02 64.01 64.02 64.03 64.04 64.05 64.06 73.38 74.18 76.15

Inquiries: OTAR 01-248 5757 ext. 458/461.

New Zealand

Industries Development Commission report. Copies of the New Zealand Industries Development Commission report on 'Review of threshold duties: bench mark levels of import licensing protection' are now available. The report also relates to ceramic products including tableware.

Inquiries: CRE 01-215 5321.

Import deposit regulations. Following the recent budget increases in duty and sales tax, the following items are as from 30 July 1976 no longer subject to the import deposit scheme.

Customs tariff heading or item no.	Goods
22.09	Spirits (other than those of heading no. 22.08); liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:
84.06	Internal combustion piston engines: *viz*
	Other engines:
	Marine outboard engines:
	Exceeding 5.22kW:
84.06.122	As may be determined by the minister
84.06.123	Other
	Other kinds:
84.06.124	As may be determined by the minister
84.06.126	Other
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading no. 84.23:
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coalcutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Sales tax amendments. The New Zealand government has issued the Sales Tax Exemption Order 1974, amendment 5, which came into force on 30 July 1976. The order revokes certain statutory exemptions in respect of machinery and other appliances and, in some cases, replaces with exemption items for equipment designed for domestic purposes only – these are listed below.

Item no.	Goods
49	Clothes driers, airers, hydro-extractors, and accessories, domestic type only; clothes lines and clothes pegs.
50	Clothes wringers, domestic type only.
80	Electrical appliances peculiar to surgery; x-ray tubes.
85	Heating and cooking appliances domestic type only.
128	Grinding, polishing and abrasive materials and stones.
134	Heaters, water, domestic type only.
139	Incinerators, domestic type only.
142	Smoothing irons, ironing, pressing and laundry machines, domestic type only.
153	Blowers and fans, domestic type only.
157	Food-preparing machinery and appliances, domestic type only.
161	Refrigerators, domestic type only.
162	Sewing, knitting and kilting machines, domestic type only.
163	Washing machines, domestic type only.
165	Machinery, machines, machine tools, appliances and such other goods, as may be approved by the Minister, peculiar to use in manufacturing or industrial processes, or for any other purpose as the Minister may approve and under such conditions as he may prescribe.
264	Printers' type and material suited only for the use of printers and process engravers.
269	Ranges, stoves, and heating radiators, domestic type only; fire grates, fire backs and hobs.
319	Tools, including tools for working in the hand with self-contained electric or non-electric motors, but not including machine tools; tool bags and tool containers; carpenters' nail bags.
324	Vacuum cleaners, carpet sweeping and floor polishing and scrubbing machines and appliances, domestic type only.
349	Weighing machines, scales and balances, domestic type only.

For most goods falling under Chapter 84 of the customs tariff and for furnaces (85.11) the rate of sales tax is 10 per cent (see *Trade and Industry* 13 August 1976 page 471). In other cases the rate is 20 per cent.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Pakistan

Drugs Act. The government of Pakistan has published the Drugs Act 1976. This repeals the Drugs Act 1940, the Drugs (Generic Names) Act 1972 and the Drugs Ordinance 1976.

A loan copy of the Drugs Act 1976 is available to British exporters on request.

Inquiries: OTAR 01-248 5757 ext. 420/475/7062.

Portugal

Note to tariff. *Diario da Republica*, 129 of 2 June 1976 published decree-law 435/76 which adds the following note to tariff heading BN 85.23.09:

Note: enamelled copper rods of dimensions not exceeding 5mm x 10mm may be imported free of duty by Portuguese manufacturers for use exclusively in products manufactured by them which qualify for classification as 'national products'.

This exemption is subject to a report by IGPAI showing that these copper rods are not being produced in Portugal on an economic scale.

Importers must enter the quantities of imported rods in a special register, and shall supply customs with all details necessary for verification of use and control of stocks.

The use of these goods for any other purpose shall be regarded as an evasion of the duty referred to above.

This provision shall apply to goods which have already been imported and on which the duty is guaranteed. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

South Africa

Tariff applications. Customs tariff application list 29/76, published in the South African *Government Gazette* of 10 September 1976, contains an application to the Board of Trade and Industries for increase in duty on:

1 Lampholders for fluorescent lamps classifiable under tariff sub-heading 85.19.60.10
2 Sodium tripolyphosphate classifiable under tariff subheading 28.40.60
3 Stationary compression ingnition engines classifiable under tariff sub-heading 84.06.45
4 Polyethylene terephthalate polymer chips classifiable under tariff subheading 39.01.45

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Customs tariff modifications. The *State Gazette*, 31 August 1976, published royal decree 2005/76 modifying the Spanish customs tariff sub-heading to read as follows:

Tariff no.	Description	Import duty
39.01.K	Polyesters other than alkyds	20%
L	Other	9%

The above modification is valid from 31 August 1976.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Home compensation tax on coal. The *State Gazette*, 31 August 1976, published royal decree 2001/76 of 28 July issued by the Ministry of Finance announcing a temporary concessional rate of 1.5 per cent

home compensation tax levy to be paid on coal imported for the production of electrical power (BN heading 29.01.A). This temporary reduction will only apply to coal imported under the 500,000 tonnes duty free quota established for 1976. The reduction is for a three month period starting from 30 July 1976.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Regulation seals for bottled alcoholic beverages. The Spanish *State Gazette*, 14 August 1976 published an order of 2 August 1976 amending the rules for the application of seals to bottles of alcoholic beverages. An English translation of this Order is available from OTAR.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Thailand

Special import fees for man-made fibre. Further to the notice in *Trade and Industry*, 2 April 1976, the Thai Board of Investment has stipulated special fees at the rate of 30 per cent of the cif price extending till 31 December 1976 on the following if they are of the same type as produced in Thailand by persons with promotional privileges.

Tariff heading	Description
51.01 and 51.03	Continuous polyester filament yarn, continuous nylon filament yarn and nylon stretched yarn
56.01	Discontinuous polyester fibre

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Further information about colour amaranth. The *Federal Register*, 20 July and 30 August 1976, said that based on the objections made by the CCMA to the 9 April notice denying the use of FD & C Red no. 2 in foods etc., a hearing was to take place on 13 September 1976. Instead, a pre-hearing conference took place on that day and a new date for the official hearing will be notified in due course.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Metric fill of alcoholic beverages. The *Federal Register*, 30 August 1976, published a notice of proposed rulemaking for the implementation of metric standards of fill for alcoholic beverages, including imported distilled spirits, wine and beer, which would become effective on 1 October 1976. Comments (2 copies) should be sent by 29 September 1976 to the Director, Bureau of Alcohol, Tobacco and Firearms Division, Washington D.C. 20226.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Certificates of origin, identity and analysis for imported wine. The *Federal Register*, 30 August 1976, published rules proposed by the Bureau of Alcohol, Tobacco and Firearms Division by which wine imported in lots of more than five cases would require certificates of origin, identity and analysis. Comments (2 copies) are invited by 29 October 1976 to the Director, Bureau of Alcohol, Tobacco and Firearms Division, Washington D.C. 20226.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Valuation and exchange rate fluctuations. Under certain circumstances it may be possible to obtain a value for duty purposes lower than the contract purchase price of exports to the United States. Though contract prices are commonly used for US customs purposes, importers and exporters should be aware that the US law itself refers to more abstract concepts, eg export value and foreign value. Generally, what these values have in common is that they reflect the prices at the time the merchandise was exported to the United States. When the pound falls significantly in the period from the date of purchase to the date of export there should be a commensurate adjustment downward in the value for US customs purposes if the merchandise was bought with dollars. A new order for the same goods at a lower price, if placed before the exportation of the first shipment, should be an adequate demonstration to US customs that the export price (ie the price in dollars) has indeed fallen from the date of the original contract. The earlier shipment should then be appraised at the value of the more recent contract.

Where purchases are made in pounds (foreign value) they are not a matter of concern since US customs would as a matter of course use the exchange rate in effect on the day of export in converting the value of the contract into dollars.

A lower dutiable value should be available if the importer brings these facts to the attention of the US import specialist. It should also be available if the time for filing a protest (within 90 days after the liquidation of an entry) has not expired. Most entries are not liquidated until a few months after importation.

Inquiries: CRE 01-215 5629.

Uruguay

Amendment to BTN 28.13. Decree 502/976 of 5 August 1976 adds the following items to BTN 28.13:

28.13.04.01	Silica gel (silicagel, actigel)	1000kg	6.793.95	91.775%
28.13.04.99	Other		*Ad val*	91.775%

Inquiries: OTAR 01-248 5757 ext. 474/476.

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Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

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472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), The People's Republic of Benin, Ethiopia and Eritrea, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Malagasy Republic, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Overseas trade exhibitions

Rare stamps bring good business in Copenhagen

From G. L. Simmons, counsellor (commercial), British embassy, Copenhagen

Twenty-five stamp dealers, members of the British Philatelic Traders Society, were in a joint venture with BOTB at the international stamp exhibition (Hafnia '76) in Copenhagen from 20 to 29 August 1976. This presence was reinforced by the British Post Office, the Crown Agents and the Isle of Man, Jersey and Guernsey Post Offices.

The fair covered every aspect of stamps, stamp collecting and postal services. Supplementary exhibits included a collection of European postal uniforms and such unusual aspects of postal services as sledge-borne post in Greenland, complete with husky dogs, and the United States exhibit of the first letter stamped on the moon.

This is the first time that Copenhagen has acted as host to a major international stamp exhibition. The Bella Centre exhibition halls at Amager provided an excellent setting and the standard of display and the facilities provided were universally agreed to be first class.

Two days, 23 and 24 August, were for dealers only but exhibitors found that weekends were the best time for trading. The first Saturday was, however, somewhat marred by a rare Danish event – a one-day bus strike.

British ambassador Anne Warburton looks at the stamps on the Healey and Wise stand.

Worthwhile business

Although the amount of business done at such a fair is difficult to gauge, British exhibitors were broadly satisfied. Some dealers specialising in the rarer, high-price end of the market brought good business, mainly from non-Danish customers. The popular end of the market was more variable, reflecting perhaps the fact that this was the first time that British dealers had ventured into this market on its home ground. Many firms believe that contacts they have made with new dealers will lead to worthwhile business in the longer term.

By permission of the Queen, a very valuable collection of both used and unused Heligoland stamps from the royal philatelic collection was on show and proved a major attraction to philatelists.

John Marriott, keeper of the royal philatelic collection, brought the exhibit to Copenhagen and was among those present – including Tage Buntzen, president of the organising committee, and Mr P. Rickenback representing the British Philatelic Traders' Society – to show it to the British ambassador, Anne Warburton, when she visited the fair.

Useful exhibition

The fair organisers report that there were about 65,000 visitors to Hafnia '76, fewer than expected, or normal for an exhibition of this kind in other European centres. There may be a number of reasons for this, including timing and the fact that two other international philatelic exhibitions are taking place this year. So for British dealers, a useful exhibition, attractively and imaginatively set out and displayed, less profitable perhaps than some, but worthwhile all the same.

Overseas contacts made at Cologne fashion fair

From R. Tempest, second secretary (commercial), British embassy, Bonn

Records were broken during the thirtieth men's fashion week in Cologne last month. More firms than ever before exhibited their merchandise – a total of 966 (376 from outside West Germany) – offering an even wider range from the international men's wear scene for the recorded number of 29,500 trade visitors (6 per cent up on last year), either to order or to inform themselves about fashion trends.

This year the fair occupied the whole of hall 13 – where the British joint venture stands were – and the massive, new hall 14. Once again the British sponsors in conjunction with BOTB were the British Menswear Guild (BMG) and the Clothing Export Council (CEC).

Although the number of joint-venture exhibitors has declined in the last year or two, there is no doubt that those firms already selling well in the German market regard it as important to exhibit in Cologne. The same applies to firms keen to establish themselves in this demanding and, in many ways, traditionalist market which, once a foothold has been gained, can provide lasting and rewarding business. For many firms generally, Cologne is a contact fair. One exhibitor expressed it as providing the 'added bonus' of the possibility of meeting customers and new contacts from many other countries.

The 10 members representing the British Menswear Guild are familiar with the German market and exporting in general, and have been exhibiting in Cologne for years. Results varied from firm to firm. Some met existing customers and took orders, others hoped to make new contacts and make appointments for subsequent sales visits.

Orders placed

BMG members were satisfied with the performance they achieved, but the impression that the spark has not yet returned to the menswear trade after the recent recession in many countries prevailed. Nevertheless interest in the merchandise of some firms was high, and quality jackets and suits, shirts and knitwear were ordered by buyers.

On the CEC stands with 17 exhibitors, results again varied considerably. Some firms did good business, while others made valuable contacts with potential long-term customers or agents. Others had to be content with gaining the market experience which is an essential ingredient of successful exporting. In greatest demand were fashion suits, knitwear and to a lesser extent leather wear.

"We owe the success of this conference and exhibition to the excellent facilities in Singapore."

— Mr. David Stott, Conference Director, Offshore SEA Exhibition & Conference, February 1976.

Splendid hotels (10,000 rooms, banquet facilities)

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Fabulous food

The Offshore SEA Exhibition & Conference held in Singapore attracted 1200 delegates and 18,500 visitors and was such a success, it's been scheduled to return in 1978.

Said Mr. Stott, "I can't think of anywhere in the world where we've had so much cooperation."

Singapore offers not only excellent convention facilities and exciting post-conference pleasures, but also a favourable business climate. The Offshore SEA Exhibition in 4 days alone generated business worth millions of dollars.

For a share in the future of South East Asia, a market of 200 million people, make plans now to attend a meeting or hold a convention/exhibition in dynamic Singapore.

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1977

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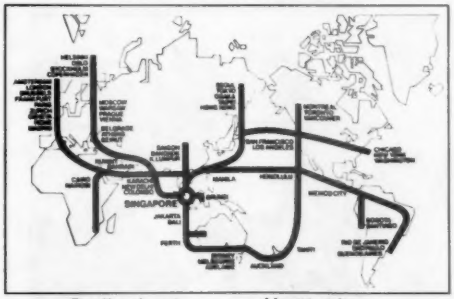
Jun 17-22 : Singapore International Boat Show

Jul 20-24 : SPOREX '77: 3rd International Exhibition Of Sports Equipment & Leisure Goods

Sep 7-10 : Asian Business Export Exhibition & Conference

Oct 5-9 : IMAC '77: International Exhibition Of Materials Handling & Construction Machinery



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1978

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Record attendance at British audio fair in Japan

From J. W. Macdonald, first secretary (commercial), British embassy, Tokyo

The British Export Marketing Centre got a good start to its autumn programme of events, with a record attendance at the second British audio exhibition. The exhibition ran from 31 August to 4 September, under the joint auspices of the Federation of British Audio and BOTB. The show, the third event in Tokyo to be sponsored by the FBA in recent years, attracted a total of 2,250 visitors, a new record for government-sponsored exhibitions at the BEML topping that established by the first show in 1974.

Oldtimers in the market included Acoustical Manufacturing Co, which featured its Quad 405 current dumping amplifiers. Other amplifiers were shown by Alba (radio and television), Leak (Rank) and Swisstone Electronics. B and W, Jordan-Watts, KEF Electronics, Mordaunt-Short, Wharfedale (Rank) and Rola Celestion exhibited loudspeakers. Futuristic turntables were shown by BSR and Gale Electronics and Design, and record-care accessories by Decca Special Products.

New products to the market were amplifiers by Radford Electronics (represented by Expotus), record cleaners and microphone stands by Keith Monks (Audio); the Linn-Sondek transcription turntables and loudspeakers produced by Linn Products, and the range of loudspeakers manufactured by Monitor Audio.

There was a good range of products to interest the visitor, a fact noticed by Isamu Asano, governor general of the Japan Audio Association, who was the guest of honour at the opening reception. Other distinguished visitors to the show later in the week were Sir Frederick Catherwood, chairman of the BOTB, and the British ambassador.

Local manufacturers showed a great interest in the products displayed and major concerns such as Sony, Matsushita (National Panasonic), Toshiba and Pioneer were represented by teams of visitors. This interest was welcomed by exhibitors as demonstrating the high technical content of their products. The visits might also encourage local manufacturers, almost all of whom have their own retail outlets, to import and distribute good-quality products which are complementary to their own ranges.

British share of the market

The Japanese market for audio equipment is huge (Y856,420 million – £1.6 billion – in 1975) and is expected by the trade to increase at about 20 per cent a year over the next five years. As might be expected, much of this market consists of middle-of-the-range equipment; audio enthusiasts are numbered at an estimated 500,000 out of a total 'audio population' thought to be 20 million. It is these enthusiasts who form the market for imported audio equipment, where Britain enjoys a good reputation for its technical achievements and quality of sound, particularly for loudspeakers and amplifiers. The dominance of the Japanese market for auto-changers exercised by BSR is also noteworthy.

Imports of British audio products in 1975 totalled £5.3 million, almost double the 1973 figure. The main competitors to the UK in this field are the United States. The room for expansion is demonstrated by the fact that of the total market for audio equipment, imports represent only a tiny 2 per cent by value.

So far as British equipment is concerned, interest aroused by the exhibition is confidently expected to enable us to increase our share of the market in the years ahead.

Isamu Asano, governor general of the Japan Audio Association, listening in on the Alba stand.

British firms shine at Pacific jewellery show

From Robina Colville, vice consul (commercial), British consulate-general, Los Angeles

Organised by the California Jewellers Association, the nineteenth annual Pacific jewellery show was held at the Century Plaza Hotel in Los Angeles from 21 to 23 August. This is a fairly small and compact trade show from the national point of view, held a month after the larger New York jewellery show, but a very large contingent of New York manufacturers and wholesalers travel to Los Angeles to exhibit in the event. Retail store buyers come from all over the west coast.

It was a totally glittering event and five British jewellers who participated in a joint venture between BOTB and the British Jewellery and Giftware Federation made an impressive contribution to the scene.

British designer, Maxwell Collins, designed a 'Century Plaza' ring as a tribute to Los Angeles and included in his range of gold and gem-set dress rings were special designs based on American themes; the wedding rings of W. and A. Gilbert Ltd evoked much admiration; Joseph and Pearce, jewellers of London, who make reproduction antique jewellery, were well represented; John Marr Jewellery of Ledda, Yorkshire, has a following in California for his contemporary fine gold and silver jewellery; and Mr B. K. Sarin, who is renowned for his fine gem stones, has been on the west coast several times and also has many customers here.

No one would venture a guess at the total sales figure achieved at the show but undoubtedly it was astronomical. Some precious stones and jade jewellery – one-of-a-kind pieces – were priced in the vicinity of $20,000 but on the other hand much of the jewellery was priced within the reach of everyone.

It is hoped that a larger contingent of British jewellers will visit future Pacific jewellery shows in Los Angeles, a city which is claimed to be one of the world's largest jewellery centres.

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NB

The Dutch bought more than £3m per day worth of British goods in 1975
(only the U.S.A. and W. Germany bought more)

In 1976 trade with the Netherlands is already up by 17%

The Netherlands-British Chamber of Commerce is urgently searching for British companies wishing to export to the Netherlands

Please send name/address of your company and list of products/ services to be exported, brochures and price lists to:

The Netherlands-British Chamber of Commerce
307/308 High Holborn, London WC1V 7LS
London: 01-405 1358 Manchester: 061-834 5674

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British exports to Iran in 1975 were valued at nearly £500,000,000

Iran is a vitally important market for your Company. Are you reaching your potential customers and advising them *in their language* of your Company's products, machinery, equipment, services, etc.?

We can help you to do this by means of articles and advertisements in

"ANGLO-IRANIAN TRADE"
published in Farsi – the language of Iran.

This journal, the only British journal in Farsi, is read by thousands of Iranian firms and organisations.

Ask for a copy, circulation details and rates.

"ANGLO-IRANIAN TRADE"
Walter House, Bedford Street, London WC2R 0QB
Telephone: 01-836 9058

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the INTERNATIONAL BANK

In London with sister institutions — the Arab Bank (Overseas) Limited in Zurich and Geneva — the Arab Bank (Nigeria) Limited in Lagos, Kano and Apapa—Associates UBAE (Union de Banques Arabes et Europeennes) in Luxembourg and Frankfurt, UBAF (Union de Banques Arabes et francaise) in Paris, UBAN (The Arab Japanese Finance Co Ltd) in Hong Kong, Arab Bank Maroc in Morocco; branches throughout the Arab world and correspondents world wide, the Arab Bank provides a complete international banking service.

the LOCAL BANK

The Arab Bank has branches in
Abu Dhabi, Ajman, Bahrain, Dubai, Gaza, Jordan, Lebanon, Oman, Qatar, Ras Alkhaimah, Saudi Arabia, Sharjah, Tunisia, Yemen Arab Republic

the ARAB BANK

General Management: Amman, Jordan Established 1930

Capital & Reserves	17,120,000 Jordan Dinars
Deposits	393,198,809 Jordan Dinars
Total Assets	668,328,966 Jordan Dinars

As at 30th June 1975

One Jordan Dinar (JD1) = U.S. $3.13 approx.

ARAB BANK LIMITED
EMPIRE HOUSE, ST. MARTIN'S LE GRAND, LONDON EC1P 1DR

Telephone 01-606 7801 Telex 887119
Cables Bankarabi London EC1

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A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Overseas trade export services

Boosting UK's overseas phone links . . .

Two of the world's largest-capacity undersea telephone cables officially came into service on 2 September, increasing Britain's telephone links with North America and continental Europe.

One of the cables, TAT 6, is the largest transatlantic cable laid to date and is capable of carrying 4,000 calls at once. Its terminal points are at Rhode Island in the USA and St Hilaire in France. It was developed jointly by the American Telephone and Telegraph Co, the British Post Office and the French Department of Posts and Telecommunications.

Laying the British end of the new UK to France telephone cable.

The cable comes into service almost 20 years to the day since the opening of the first transatlantic cable in 1956, which could carry initially only 36 telephone calls at once.

The existing links with the United States are by satellite through Goonhilly Downs and by undersea cables, notably Cantat 2, completed in 1974. The provision of this new cable will help the continuity of service should any one system fail.

The other new cable is the first high-capacity undersea cable to be laid between France and Britain for 25 years. It runs between Cuckmere, Sussex, and Courseulle and its capacity of more than 2,500 simultaneous calls will supplement the microwave radio system across the Straits of Dover which at present carries most of the telecommunications between the two countries.

. . . while international autotelex reaches 100 countries

There are now 100 countries which Britain's 60,000 users of telex can reach direct with the start of the automatic services to Surinam in South America. British businesses using telex can now contact Surinam direct instead of having their calls connected by international telex operators.

Surinam is the eighth South American country to get autotelex from the UK. The others are Argentina, Brazil, Colombia, Ecuador, Paraguay, Peru and Venezuela.

Automatic service enables telex calls to be connected more quickly than placing a call through the operator and may also be cheaper.

Calls to Surinam cost 90p a minute with a one-minute minimum charge whereas operator connected calls carry a three-minute minimum charge.

Can you help exporters?

If your company provides services for exporters in, for example, the packing, forwarding, shipping air and sea services, banking, translation or any other related field, we would be glad to have news of any new developments, together with a good newsworthy photograph. This 'Export Services' feature will be published at regular intervals in future as part of the service which *Trade and Industry* provides in its Overseas Trade section. Material should be addressed to the Overseas Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Colin Beadle at T. G. Scott's on 01-242 6264.

New service from Manchester Liners

Manchester Liners has begun a new fortnightly cellular containership service between Toledo (Ohio) and the UK. The service is provided by containerships feeding to the company's Montreal container terminal connecting with Manchester Liners' trans-Atlantic container vessel services.

Bob Kelley, general manager of Manchester Liners in Montreal, said: 'We are very pleased to be expanding our direct feeder services along the St Lawrence seaway, the important route for inward and outward container cargo to and from the US mid-west pioneered by Manchester Liners. We already operate weekly to Chicago, Detroit, Milwaukee and Cleveland, of course. The fortnightly service to Toledo may be extended to weekly.'

Air couriers to United States

GS Air Couriers International Ltd are extending their twice-weekly, door-to-door courier services to cover North America. The principal destinations are, Chicago, Honolulu, San Francisco, Los Angeles, New York and Seattle.

Mini Bulk could save shipment costs

The Mini Bulk system of flexible intermediate bulk containers, manufactured by the Colchester firm of Pertwee Industrial Ltd, has been chosen by English China Clays as one of its methods of bulk clay delivery.

The Mini Bulk system, which will to some extent replace the use of paper sacks, is an ideal method for the handling, delivery and storage of such free-flowing material as lump clay because it virtually eliminates the contamination risk and dramatically reduces handling costs.

According to Pertwee Industrial, export of clay in Mini Bulk containers, in suitable ships, can reduce shipment costs by 30 per cent and wastage through damaged sacks, to nil.

John Beaven, English China Clays assistant manager materials handling (left), and Harry Dace, plant captain (centre), at English China Clays Port of Par terminal (Cornwall), discuss the Mini Bulk system with Bill Griffiths, Pertwee Industrial's national sales manager.

Merseyside storage tank capacity increased

Panocean Storage and Transport Ltd has added a further 34,000m³ storage capacity to their 40,000m³ Eastham, Merseyside, bulk-liquid storage installation. The new tanks range from 1,000m³ to 3,500m³ capacity and will improve the flexibility of the installations already handling chemicals, petroleum fuels, edible and vegetable oils and latices.

This expansion, plus the existing facilities at Eastham and Birkenhead, now gives Panocean over 100,000m³ capacity on Merseyside.

Fine art transport service to Europe

James Bourlet and Sons, a firm specialising in worldwide transport of fine art, is starting a regular transport service which will link London, Paris, Zurich, Munich, Amsterdam and Brussels, using the firm's own vehicles. The service will start on 1 October.

The service will be operated from a London control centre which will work with appointed agents in each of the five cities.

Two basic routes covering a west-east run starting in London and finishing in Brussels, and an east-west run finishing in Paris, have been mapped out.

The necessary documentation to meet and satisfy each country's customs requirements has been worked out.

On-site service at fairs

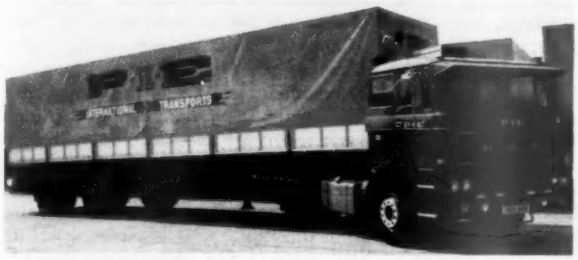
Barry Martin Travel, the British firm of specialists in travel to the USSR and Eastern Europe, has opened a European office at 32 Leiderstraat, Amsterdam.

Barry Martin sees the new office as a logical step towards increasing their share of the market at the major trade fairs enabling them to give a more comprehensive on-site service. The firm already has offices in London and Cambridge.

The only way to the Middle East– safely with P.I.E. International

With a fleet of 50 brand new **company-owned trucks** and 60 tilt semi-trailers, its own team of **professionally-trained drivers,** and the network support of its 40 other continental offices, P.I.E. INTERNATIONAL provide the security and experience of a big company distribution service from the UK and Sweden to the Middle East.

Professional supervision throughout Europe and the Middle East guarantees that whatever the conditions en route, whatever the weather, all-year-round P.I.E. will deliver your goods quickly and securely.



Safe every mile of the way– P.I.E. International

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Kimberley House, Vaughan Way, Leicester LE1 4SG Tel: 0533 52842 Telex 341495

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Publications

Britain: trade forecasts

United Kingdom International Trade, 1980-1985. National Ports Council: Economics and Statistics Division. (173 pages. Available from Wilton House Publications Ltd, 40 Buckingham Palace Road, London SW1. 1976. £35.00. ISBN 0 901058 82 3.) The National Ports Council is engaged in a continuous research programme designed to keep both themselves and industry informed of changing port requirements. Consequently, these estimates of UK international trade from 1980 to 1985 have been prepared as part of that research activity. The present estimates refine, extend and update the forecasts published in 1973 by the council in *United Kingdom International Trade 1980*. It should be noted that the forecasts differ from most others on international trade in that they are specifically designed for the port transport industry, and are, therefore, primarily concerned with the tonnage rather than the value of export/import flows. However, this tonnage basis of evaluation provides a sound indication of the overall level of economic activity and is of use to all those concerned with trade and economic trends.

The report itself is divided into three parts. In part one, a summary and interpretation of the results of the NPC's research are given together with a brief description of the methods adopted in arriving at the forecasts themselves. Part two consists of commentaries for each commodity coupled with a description of the main economic characteristics and other factors which influence the trade pattern. Part three describes the econometric model of international trade which has been developed by the NPC's Economics and Statistics division. This model has been utilised in conjunction with market research data and analysis in the compilation of the estimates. The matrices for the 1980 and 1985 forecasts will be found in the appendices, together with the actual 1973 figures as a basis for reference. In the report as a whole, particular attention has been paid to the likely effect on UK international trade of the enlargement of the European Economic Community plus the increases in energy prices experienced since late 1973. Implicit in the text is the sensitivity of the forecasts to the changes in the rates of growth of the UK gross domestic product and world trade. These, together with other key variables, are explored at greater length than previously. Most of the data presented is unique to this publication, a factor which considerably enhances the value of this report, the second of its kind from the National Ports Council.

Energy: official publications

Public awareness of the importance of energy management and conservation has been reinforced in recent years by episodes such as the oil price rise and the three day week, by the controversy over nuclear technology, and by the development of the United Kingdom's off-shore petroleum resources. As a consequence, the need to sustain informed opinion by a continuing flow of accurate and up-to-date information has generated a considerable body of literature. This short survey draws attention to some recent official publications. Those sold by Her Majesty's Stationery Office are listed in the latest edition of *Government Publications Sectional List No. 3: Departments of Energy, Industry, Prices and Consumer Protection, Trade* (89 pages. Available free from HMSO. 1976). Among these, the *Energy Papers* series is primarily intended to create a wider public understanding and discussion of energy matters. Seven titles have appeared so far in the series during 1976, of which the two most recent are *Energy research and development in the United Kingdom: a discussion document* (Energy Paper No. 11. HMSO. £2.65) and *Advisory Council on Energy Conservation Paper 3: Energy prospects* (Energy Paper No. 12. HMSO. £1.10). The first of these two is of special interest in that it contains both a detailed note on the organisation of energy R and D in the public sector and a complete listing of UK government sponsored R and D programmes. This latter feature also contains discussion notes on the particular programmes including comments on the impact of the technology concerned. Annual reports in the energy field include the Department of Energy's report on *Development of the oil and gas resources of the United Kingdom* (1976. HMSO. £1.80) which was reviewed in *Trade and Industry, 23 July 1976, page 244. Report on Research and Development* (latest 1974-75. HMSO. £0.60) describes the energy R and D funded by the Department of Energy and summarises the major features in the R and D programmes of the nationalised fuel industries. Another important annual is the *Digest of United Kingdom Energy Statistics* (1976. HMSO. £9.00). Its 99 tables, together with maps and statistical charts and diagrams, cover general energy statistics and the various fuels separately, fuel imports and exports, fuel prices and values and key financial statistics for the coal, electricity and gas industries. Short-term energy statistics are published monthly in the Central Statistical Office's *Monthly Digest of Statistics* (HMSO. Annual subscription £21.28). Additional short-term material appears in *Energy Trends: a Statistical Bulletin* (available free from Information Division, Department of Energy, Room 1674, Thames House South, Millbank, London SW1P 4QJ).

The department also publishes items itself which, with a few exceptions, are available free on application to the Department of Energy Library, Thames House South, Millbank, London SW1P 4QJ. Recent examples include *Oil from the UK continental shelf*, a progress report on the development of oil from the UK sector of the Continental Shelf. This is number two in the *Fact Sheet* series of occasional publications dealing with UK energy resources and associated topics. The 'Save It' campaign has given rise to a variety of booklets. Among the more substantial are the *Fuel Efficiency Booklets*, intended to promote energy rationalisation in industry. Number four in the series, recently published, is *Compressed Air and Energy Use*. Recent discussions on concessionary electricity and gas tariffs produced some useful data on the economics of domestic pricing policy: included here are the discussion paper *Energy Tariffs and the Poor*, and the report of an informal review body appointed by the Secretary of State for Energy, *Review of Payment and Collection Methods for Gas and Electricity Bills*.

A useful source document on energy technology and policy is provided in the publication which reproduces the evidence submitted by the Department of Energy to the Royal Commission on Environmental Pollution in connection with the commission's study of radiological safety (*Royal Commission on Environmental Pollution Study of Radiological Safety: Evidence by the Department of Energy*). As well as being a source of supply for many of the department's publications, the Department of Energy Library prepares bibliographies on topical subjects. Among the most recent are select listings on *Wave Energy*; *Energy Conservation in the United Kingdom 1974-75*; *Offshore Oil: North Sea*. These and other similar compilations are available free from the Library, as is a complete listing of the non-HMSO publications which the Library distributes. The Library also supplements the above mentioned *HMSO sectional list No. 3*, by means of an up-dating list which provides details of HMSO energy publications which have appeared since the latest revision of the Sectional List.

Europe: corporate finance

Sources of Corporate Finance in Western Europe, by James Maycock and Colyn Gardner. (165 pages. Graham and Trotman Ltd., 20 Fouberts Place, London W1V 1HH. 1976. £45.00. ISBN 0 86010 052 9.) A full understanding of the sources and utilisation of corporate finance in Western Europe is of particular importance to industrialists and others in the UK concerned with the development of European economic activity.

The problems associated with this subject are compounded by two main factors: the many and varied differences in national practices which still survive, coupled with the persistent inflation of recent years. This is the context in which the authors, who are both associated with the Institute of European Finance, present the information and conclusions contained in this study. The main sources of corporate finance are examined in part one: this consists of some nine chapters, the first of which is an introductory note. The second chapter outlines the components of financial investment and includes a review of recent trends and changes. Three categories of corporate finance are then explored in the following three chapters: self-financing, equity and debt capital, and bank finance. This is followed, in chapter six, by short notes on non-bank intermediaries and special institutions, while pan-European sources of finance, including the Euro dollar market, are outlined in chapter seven. Sectoral needs are dealt with in chapter eight, and include small businesses, exporters, and multinational corporations. Part one closes with a general assessment and an overall resumé of conclusions. Part two comprises 14 country chapters covering: Austria, Belgium, Denmark, Finland, France, Ireland, Italy, Netherlands, Norway, Spain, Sweden, Switzerland, the United Kingdom and West Germany. The information given for each country is arranged under three main headings: basic data; statistical tables and other information. Basic data includes recent figures on employment, gross domestic product, capital formation, price increases, bank rate, government bond yields, and exchange rates. For most countries, statistics are shown for the following: sources and uses of funds of quoted or non-financial companies; the analysis of financing of enterprises; external financing of enterprises; domestic security issues; and lending rates to enterprises. Other information includes notes on depreciation and other investment allowances, special investment incentives, cost of bank finance, special sources of finance, capital market issues and exchange controls. A select bibliography concludes this detailed and up-to-date study of European corporate finance.

Germany: chemical industry

Chemifacts: Federal Republic of Germany. Chemical Data Services. (154 pages. Chemical Data Services, IPC Industrial Press Ltd, Dorset House, Stamford Street, London SE1 9LU. 1st edition 1976. £35.00: post free in UK.) This volume, the first in a projected series, provides detailed information on chemical products, plants and companies in the Federal Republic of West Germany. The introductory section consists of an article, table and graphs which together give an overview of the macro-economic trends of the Federal Republic's chemical industry. This is followed by section one which comprises 80 chemical product profiles, arranged alphabetically by product. The entries contain descriptive, statistical and plant information on 15 inorganic chemicals, 51 organic chemicals, seven fertilisers, and seven polymers. Maps have been included in order to provide plant locations for each of the 80 products. Section one also contains a product index. Section two, company information, is composed of 90 entries on producers who have been named in section one. Again arranged alphabetically, the entries vary in length according to the size and structural complexity of the enterprise concerned. A typical item consists of the following: full registered name and address; history and present structure; locations of plants; balance sheets; subsidiaries and associates; directorate and manufacturing activities. The name of the company and its products, which have been cross-referenced in the volume, are given in a concluding company index. Although by no means complete, the information presented here does provide an extensive and detailed survey.

France: agency law

The French Law of Agency and Distributorship Agreements, by J. Guyenot. *European Commercial Law Library: No. 4.* (283 pages. Oyez Publishing Co. 1976. £7.50. ISBN 85120 244 6.) The purpose of this publication is to provide a practical account of the legal, fiscal and other rules, currently operating in France, which regulate those who, acting either as agents or on their own account, provide a bridge between the production and distribution sectors. The text is arranged in three parts. The first examines those rules which affect agents and representatives who enjoy a distinct legal status. The second part concerns non-statutory agents, representatives and intermediaries, while part three covers the independent business proprietor. This last category distributes manufacturers' products as distributors, concessionaires and franchise holders having a long-term contractual relationship with the manufacturers. This is the fourth in the *European Commercial Law Library* series, of which the first two titles – *French Company law* and *French Business Taxation* – were reviewed on this page in *Trade and Industry*, 10 October, 1974.

Gulf States: business opportunities

The Gulf States: Business Opportunities in Bahrain, Kuwait, Oman, Qatar, UAE, by Metra Consulting. (206 pages. Metra Consulting Group Ltd., 23 Lower Belgrave Street, London SW1W 0NS. 1976. £72.00. ISBN 0 902231 06 5.) Oil has conferred a twofold benefit on to the industrialised countries: the obvious direct use as an essential fuel upon which modern development depends, and also the more indirect but increasingly important fact of the producer countries as a rich market for all forms of capital exports. This report highlights the market potential of a particular area, the Gulf States, excluding Iraq and Iran, and it is composed as though the five states form one market with minor regional variations. Consequently it is topic rather than country orientated. The first part of the text, after an initial introduction and summary, is devoted to the geographical, historical and political background of the region, including an analysis of the business environment. The dominant feature of the economy of all five states, namely oil, is examined next, followed by sections on industry, trade, and the balance of payments and the budget. All of these are considered insofar as they affect business opportunities. The next two parts of the study reflect the regional variations of the area by discussing the infrastructure, industry, agriculture and minerals under country rather than subject headings.

Government sales

Ministry of Defence

Miscellaneous stores
29 September 1976

Location
The Astoria, Roundhay Road, Leeds 8

Auctioneers
Bartle and Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532 450898)

The items on offer include Morris and Austin vans, machine tools, MT spares, tyres, batteries, aircraft equipment, workshop equipment, wireless and signal stores and camping, household and gardening items. Carpets, bivouacs, blankets, kitbags, greatcoats, raincoats, shirts, battledress, boots, shoes, etc. Dining and three piece suites, writing bureaux, card tables, chests of drawers, wardrobes, chairs, beds, etc., and a large quantity of other stores.

Vehicles, earthmoving and lifting equipment
5 to 8 October 1976

Location
Ordnance Storage and Disposal Depot RAOC, Ruddington, Nottingham

Auctioneers
Walker Walton and Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602 54272)

Approximately 1,750 lots including 500 commercial vehicles including heavy duty trucks and tractors by AEC, Leyland and Scammell. Alvis airfield crash tender, GMC amphibious DUKWs. 150 trailers, refuellers, fire tenders, Bedford RL and TK trucks and tractor units. 1,120 saloons, limousines, estate cars, minibuses and light vans (including 360 Morris Mini and Minor 1000 saloons and travellers. Daimler LWB limousines, two Rolls-Royce Silver Shadows. 350 Land-Rovers, fork lift trucks, mobile cranes by Coles, Jones, Neals, Taylor and Ransome and Rapier. Two Leyland recovery trucks with 10-ton telescopic cranes, vehicle mounted generators. The majority of the vehicles will be offered as single lots.

Furniture
5 October 1976

Location
Ordnance Support Unit RAOC, Liphook, Hants

Auctioneers
Richard Austin and Wyatt (Dept. L), 79 High Street, Fareham, Hants (tel. 03292 4211)

A sale of 600 lots of household furniture which will be sold as single items or in small quantities and include dining suites, three piece suites, occasional, dining, card, side, etc, tables. Dining, bedroom, fireside and easy chairs. Writing bureaux, bookcases, dressing tables, chests of drawers, beds, etc.

Catalogues for the above sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p postage and packing 10p extra (postal orders only).

Portable homes
Sale by tender

The Ministry of Defence proposes to issue tenders for the sale as lying in a southern county of a small quantity of portable homes. The following information is given for guidance only:
The homes comprise one living room, two bedrooms, kitchen and bathroom.
Size is approximately 36 ft x 9 ft x 9 ft high.
Construction is: exterior, weatherboard; interior, chipboard or ply sheets; roof (flat), felt.
They are mounted on concrete blocks and are wired internally for mains supply. All are to be offered complete with fixtures and fittings and some items of furniture.
Applications for tenders should be made to Ministry of Defence, Sales Supply 6aiii, Room 1179, St Christopher House, Southwark Street, London SE1 0TD.

Hydraulic trailer support kneels for loading

Supporting this loaded semi-trailer is the new British hydraulic folding attachment, Jumbolegs, which 'kneels' so that the front edge of the trailer rests on the ground, from where it can be loaded without ramps. A single lever operates the support from an auxiliary diesel hydraulic power unit and lifting or retraction take only 30 seconds. A trailer fitted with the support can still be used for loads such as palletised freight, but is able to take mobile loads swiftly from ground level. The large flat feet spread the ground loading and when retracted the unit folds into position clear of the tractor along the underside of the chassis, so that there are no leg clearance problems. The installation, which can support a weight of up to 20 tonnes, is available in kit form and is easily fitted to the standard semi-trailer. When loaded, this is coupled to the motive unit in the usual way. The attachment is produced by Merriworth (Engineering) Ltd, Richmer Road, Slade Green, Erith, Kent.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million				£ million		
						18,054	10,399	1,807	1,976			
1970	100	31,472	9,380	2,130	1,799	425	325	68	−14	735	−25	760
1971	102	32,396	9,544	1,991	1,930	70	−148	52	22	1,058	280	778
1972	104	34,344	9,754	1,739	2,071	−18	−145	48	15	131	−702	833
1973	110	35,894	10,008	1,872	2,362	1064	404	102	382	−842	−2,332	1,490
1974	110	35,521	9,805	2,024	2,251	597	666	81	−111	−3,567	−5,220	1,653
1975	108	35,413	9,767	1,737	1,964	−648	−392	−111	−23	−1,700	−3,200	1,500
1973 4th qtr	109	8,958	2,513	467	615	205	91	32	47	−373	−950	577
1974 1st qtr	106	8,835	2,532	510	591	−176	−21	18	−38	−840	−1,288	448
2nd qtr.	110	8,789	2,339	502	562	295	197	43	19	−948	−1,355	407
3rd qtr.	112	8,905	2,418	501	548	373	358	3	−39	−841	−1,242	401
4th qtr.	111	8,992	2,516	511	550	105	133	17	−53	−938	−1,335	397
1975 1st qtr.	110	9,041	2,490	471	497	−176	18	−31	−38	−466	−850	384
2nd qtr.	107	8,839	2,394	444	495	−254	−105	−54	−66	−360	−681	321
3rd qtr	107	8,729	2,496	416	496	−156	−234	−29	38	−571	−986	415
4th qtr.	108	8,804	2,387	406	476	−62	−70	4	43	−303	−683	380
1976 1st qtr.	110	8,912	2,457	402	460	−33	31	23	12	−60	−470	410
2nd qtr.		8,875 pe		402 p	476 p		−118 p	−25 p	−55 p	−587	−977	390
% change last 2 qtrs. on prev. 2 qtrs.	+1.9	+1.4	−0.9	−2.2	−3.7							
on a year earlier	−1.2	−0.5	−3.2	−12.1	−5.6							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)				Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count		Export	Import
				monthly averages										On a balance of payments basis	
	at 1970 prices		at 1971 prices											at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands		1970 7,907	1970 7,932
1971	100.4	99 6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9		106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3		106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0		121.8	133.9
1974	106.3	108.1	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5●	2.6●	302.2●		130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.0	929.0	4.0	148.2●		124.9	125.6
1974 2nd qtr.	107.8	109.6	107.8	105	107.5	15.8	213.7	148.9	132.3	577.4	2.5	318.4		134.0	137.5
3rd qtr.	108.1	110.0	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7		133.4	136.4
4th qtr.	105.0	105.9	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..		126.5	133.0
1975 1st qtr.	104.6	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	737.9	3.2	..		128.9	125.4
2nd qtr.	99.8	100.0	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4		122.6	122.2
3rd qtr.	99.3	99.5	105 5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.3	133.6		120.0	127.4
4th qtr.	100.5	100.1	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.9	113.6		128.3	127.2
1976 1st qtr.	101.4	101.7	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5		132.1	123.8
2nd qtr.	102.1	102.7	106.7	106	154.9	16.0	292.6 p	214.4 p	212.0	1,246.5	5.3	119.6		137.3	134.8
1975 Aug.	98.1	98.3	104.8	98	139.3	26.9	241.4	193.5	185.6	997.4	4.3	135.9		115.2	124.9
Sept.	99.8	100.0	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1		121.9	123.1
Oct.	100.9	100.7	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.7	118.9		130.5	128.9
Nov.	100.9	100.7	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.9	111.8		123.4	128.0
Dec.	99.6	98.8	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1		130.9	124.7
1976 Jan.	101.0	102.0	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.2	111.1		131.9	125.8
Feb.	101.8	101.6	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.3	113.5		128.4	125.4
Mar.	101.5	101.4	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.3	122.0		136.1	120.3
Apr.	102.4	102.6	108.5	118	153.5	18.9	286.3	211.5	209.6	1,233.7	5.3	123.9		136.5	131.1
May	103.4	104.6	105.7	112	155.2	15.4	292.0	214.8	211.0	1,250.0	5.4	120.6		138.3	136.9
June	100.9	101.4	106.1	88	156.0	13.8	299.6 p	217.0 p	215.3	1,255.7	5.4	114.3		137.0	136.4
July			108.3	87	156.3	12.9	301.2 p	219.8 p	217.2 p	1,294.6	5.5	117.6		129.9 p	140.0 p
Aug.				117 p						1,309.3 p	5.6 p	127.5 p			
% change latest 3 months on prev. 3 months	+0.6	+1.0	−0.2	−11.8	+3.0		+8.3	+3.9	+3.1	+4.0		−1.9		+1	+9½
on a year earlier	+2.3	+2.8	+2.2	+4.3	+14.0		+29.9	+14.7	+18.3	+35.0		−14.2		+8	+9½

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ● Average of 11 months

Wholesale price indices in August

Output prices

The provisional wholesale price index for the home sales of manufactured products increased by 1½ per cent in August to 223.4 (1970 = 100).

The provisional index for manufactured goods other than food, drink and tobacco rose 1½ per cent in August, as it did in July. This was more than was expected from the recent pattern of price increases with motor vehicles making the most significant contribution. This index rose 4 per cent in the latest three months compared with 3¾ per cent in the same period last year.

Higher prices for many products, in particular bacon and ham, meat and fish products, and bread, were responsible for the rise of 1¾ per cent in the provisional index for the output of the food manufacturing industries.

The change in the index for all manufactured products measured over a twelve-month period rose for the first time since May 1975. The figure increased from 14¾per cent for July to 15½ per cent for August.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry rose by ½ per cent in August to 302.9.

The index for materials and fuel purchased by manufacturing industry other than the food, drink and tobacco industries showed little change in August. Small price rises for a range of imported materials were largely offset by lower prices for silver and copper.

Price rises for home produced materials, in particular fish, bacon pigs and meat were mainly responsible for the rise, of 1 per cent in August, in the index for materials purchased by the food manufacturing industries. Lower prices for imported oils, oilseeds, oilcake and cereals reduced the effect of higher prices for imported cocoa beans and meat.

The full article will be published next week.

1970 = 100

	June	July p	August p
Output prices (home sales)			
All manufactured products	217.0	219.9	223.4
Products of manufacturing industry other than food, drink and tobacco industries	224.2	227.6	231.3
Products of the food manufacturing industries	224.8	227.9	232.0
Prices of materials and fuel purchased			
By manufacturing industry	299.6	301.6	302.9
materials	306.8	308.9	310.4
coal, gas and electricity	230.9	232.0	232.0
By manufacturing industry other than food, drink and tobacco industries	322.1	324.2	324.5
materials	335.1	337.3	337.7
By food manufacturing industries	249.6	251.5	253.8
materials	249.6	251.5	253.8

p = provisional.

Turnover of the catering trades in July

Catering turnover, at current prices and after seasonal adjustment, increased again in July.

The total turnover of the catering trades, at current prices and after seasonal adjustment, in the three months' period May to July 1976 was about 7 per cent more than in the preceding three months February to April 1976.

Recent percentage increases compared with a year earlier (*not* seasonally adjusted) for the main kinds of business are as follows:

		All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1975	3rd quarter	20	17	13	24	17
	4th quarter	17	16	13	20	14
1976	1st quarter	13	16	9	14	17
	2nd quarter	17	19	11	18	14
	February	13	12	8	15	17
	March	12	12	8	14	15
	April	21	22	18	24	11
	May	12	16	7	12	17
	June	17	20	10	19	14
	July	14	20	12	13	13

NB 1 The Easter holiday fell entirely within the April trading period this year, whereas in 1975 it was in March.
2 The Spring bank holiday fell between the May and June periods this year, whereas in 1975 it was entirely in May.

Turnover for all caterers in the three months May to July 1976 was 15 per cent more than in the same period a year earlier. The largest increase was of 19 per cent for licensed hotels and holiday camps, whilst public houses (the largest component of the all-caterers index) showed an increase of 15 per cent. Restaurants, cafes, and fish and chip shops reported an increase of 10 per cent and canteens an increase of 14 per cent.

Inquiries: 01-215 3177.

Symbols used in all statistical tables

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week† 1969 = 100

Value at current prices (turnover in 1969 – £2,533 million)

1969		100
1970		108
1971		118
1972		131
1973		148
1974		170
1975		201
1974	1st quarter	159
	2nd quarter	166
	3rd quarter	173
	4th quarter	180
1975	1st quarter	187
	2nd quarter	198
	3rd quarter	208
	4th quarter	210
1976	1st quarter	215
	2nd quarter	229
1975	January*	186
	February	188
	March*	188
	April	191
	May	195
	June*	207
	July	210
	August	213
	September*	202
	October	208
	November	208
	December*	214
1976	January	214
	February	214
	March*	218
	April	224 r
	May	225
	June *	237
	July	239
1976	February-April	219
1976	May-July	234
Percentage increase		7

† The monthly periods consist of four weeks except those marked * which are of five weeks. The July 1976 period was the four weeks from 4 July 1976 to 31 July 1976; the July 1975 period was the four weeks from 6 July 1975 to 2 August 1975. The series are now finally rebased using the detailed results of the large scale inquiry into the catering trades for 1969. A full report on the 1969 inquiry was published in November 1972 under the title 'Catering Trades 1969: Statistical Inquiry' (HMSO, 32p net).
r = revised figure

Retailers' stocks in July

Based on the non-seasonally adjusted data of Table 1, the level of stocks at book value in July was 13 per cent higher than a year earlier; at constant prices it was 1 per cent higher.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (Table 2) suggests a further fall in stock levels in July. This fall, which was smaller than in the two previous months, coincided with a recovery in the volume of retail sales.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,886 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, 1974, the usual comparisions with a year earlier for the book value series have not been given. From April, 1974, the basis of valuation is comparable with that of a year earlier and the percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

4 The statistics given in Table 2 were introduced in an article in the issue of 28 March 1975.

5 The series have been revised in the light of results of the 1971 Census of Distribution and of the 1974 annual inquiry into retailing. In addition, some changes have been made to the price indices which are used to deflate the estimates to constant prices. The tables below give the revised series in full.

Inquiries: 01-215 3220.

TABLE 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier* — At cost at end of month

	January	February	March	April	May	June	July	August	September	October	November	December
At book values:												
1966	65	68	70	70	71	71	70	71	72	76	79	70
1967	68	70	71	73	73	73	72	73	74	78	81	73
1968	72	74	76	77	79	80	78	79	80	86	90	81
1969	80	82	85	85	86	86	85	84	86	92	96	87
1970	84	86	88	90	89	90	89	88	91	97	102	93
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	99	101	102	102	105	102	102	104	113	119	106
1973	103	107	112	112	112	117	116	118	123	134	143	132
1974	128	129	135	139	144	145	144	143	149	161	171	154
1975	148	151	158	154	159	161	160	160	170	187	201	181
1976	172	174	184	185	184	184	180					
1967	4	3	2	3	3	3	3	3	3	4	4	4
1968	5	5	7	6	8	9	8	8	8	9	10	11
1969	11	11	11	10	9	8	9	7	7	7	7	8
1970	5	5	4	5	3	4	5	5	6	5	6	6
1971	6	6	6	6	7	8	7	7	7	9	8	8
1972	8	8	8	7	8	8	7	8	7	7	8	6
1973	8	8	10	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	21	21	20	19	17
1975	15	17	17	11	11	11	11	12	15	16	18	18
1976	16	15	17	20	16	14	13					
At constant (1970) prices:												
1966	87	90	92	92	93	93	91	91	93	97	101	90
1967	88	90	92	93	94	94	93	93	95	100	104	93
1968	91	93	96	95	97	97	95	96	97	104	108	97
1969	95	97	100	100	101	101	99	97	99	106	110	100
1970	95	97	99	100	99	100	98	96	99	104	109	99
1971	94	96	98	98	97	99	96	96	98	106	111	100
1972	95	97	100	100	100	102	99	99	101	108	114	101
1973	98	101	105	110	114	117	115	115	119	127	135	123
1974	118	117	120	121	122	121	119	117	119	126	132	117
1975	110	109	113	108	109	110	107	106	112	122	129	115
1976	108	109	114	113	112	112	108					
1967	1	—	−1	1	1	—	2	2	2	3	3	3
1968	4	4	5	2	3	4	2	3	3	4	4	5
1969	4	4	4	5	4	3	4	2	2	2	2	2
1970	1	—	−1	—	−2	−1	−1	−1	−1	−1	−1	−1
1971	−2	−2	−1	−2	−2	−1	−2	−1	—	2	1	1
1972	1	2	2	2	3	4	3	4	2	2	3	1
1973	3	4	5	10	13	15	16	16	18	18	19	22
1974	21	16	14	9	8	3	3	1	−1	−1	−2	−5
1975	−7	−6	−6	−11	−11	−10	−10	−9	−6	−4	−2	−1
1976	−1	−1	1	5	2	2	1					

TABLE 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	January	February	March	April	May	June	July	August	September	October	November	December
1966	11	12	−8	8	10	14	−8	8	−1	−2	−5	−23
1967	12	2	−17	32	7	8	18	4	1	3	−6	−14
1968	31	−3	1	−4	23	11	−5	21	−4	10	3	−5
1969	19	3	4	3	15	−6	6	−10	−2	8	−2	—
1970	−1	−1	−15	17	−18	7	5	−3	−1	−8	1	3
1971	−11	3	−8	2	−12	17	−7	16	5	24	−14	7
1972	−7	9	−1	13	6	21	−16	25	−22	9	−6	−16
1973	34	25	23	106	57	42	15	21	12	3	11	33
1974	12	−50	—	33	25	−39	10	−24	−25	−4	−19	−30
1975	−19	−30	11	−76	20	−10	5	−6	39	41	15	−13
1976	−24	−10	46	−5	−25	−25	−14					

See note 2.

Retail sales: provisional estimates for August

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in August is 108 (1971 = 100), about the same as in July.

The estimate suggests that the increased trade in July, which followed the lower levels of May and June, has been maintained.

Due to increased trade in July and August the volume of sales in the three months June to August was 1 per cent higher than in the previous three months. However, the average level of trade during the first eight months of 1976 was still about ½ per cent below the annual average for 1975.

Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total retail sales in August was 16 per cent higher than in August 1975. In the first eight months of 1976, the average value of sales was 14 per cent higher than in the corresponding period of 1975.

	Retail sales: volume seasonally adjusted index (1971 = 100)		Retail sales: value not seasonally adjusted – percentage change compared with a year earlier
1975 1st quarter	111.3	1975 1st quarter	+22
2nd quarter	108.9	2nd quarter	+24
3rd quarter	105.5	3rd quarter	+18
4th quarter	105.8	4th quarter	+15
1976 1st quarter	107.3	1976 1st quarter	+15
2nd quarter	106.7	2nd quarter	+12
1975 May	103.7	1975 May	+19
June	104.1	June	+20
July	105.4	July	+19
August	104.8	August	+16
1976 May	105.7	1976 May	+16
June	106.1	June	+13
July	108.3	July	+14
August	108 (prov.)	August	+16 (prov.)

Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimate was published in *Trade and Industry*, 21 February 1974.

Estimates are based on early returns to the monthly inquiry. These returns now cover approaching one half, by turnover, of information available at the final stage. Past evidence suggests that the average error (ignoring sign) in the provisional estimates will be about 0.5 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figure.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The provisional figures are made available by press notice in advance of this article. The final figures for August will be published in a press notice on Monday, 4 October 1976.

Telephone inquiries about the retail sales statistics should be made to 01-215 3705.

Current account of the UK balance of payments for August

In August 1976 the current account is estimated to have been in deficit by £131 million. The deficit on trade in goods was £291 million, seasonally adjusted, and the balance on services and other current transactions is estimated to have been running at a monthly surplus of about £160 million.

In the three months June to August there was a current account deficit of £687 million compared with £245 million in the previous three months.

£ million seasonally adjusted

	Current balance	Visible balance: Trade in goods	Invisible balance: Services and other current transactions
1974	−3,347	−5,220	+1,873
1975	−1,673	−3,204	+1,531
1975 1st quarter	−452	−852	+400
2nd quarter	−366	−681	+315
3rd quarter	−561	−989	+428
4th quarter	−294	−682	+388
1976 1st quarter	−39	−473	+434
2nd quarter	−553	−1,040	+487
1976 March	+118	−27	+145 (b)
April	−153	−315	+162 (b)
May	−211	−374	+163 (b)
June	−189	−351	+162 (b)
July	−367	−527	+160 (a)
August	−131	−291	+160 (a)
March-May	−245	−715	+470
June-August	−687	−1,169	+482

(a) These figures are projections and are subject to revision as information becomes available.

(b) One-third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

Visible trade

In August, there was a deficit on visible trade of £291 million, seasonally adjusted; the value of exports was £2,040 million and the value of imports £2,331 million. The deficit was £236 million less than in July as a result of a rise of £85 million in exports and a fall of £151 million in imports. There were no major imports of North Sea oil production installations following the high levels in each of the previous two months and this accounted for some three-quarters of the fall in the value of total imports between July and August. The terms of trade improved by 1½ per cent, the result of a 2 per cent rise in the export unit value index and a ½ per cent rise in the import unit value index. In terms of volume, exports increased by 2 per cent between the two months while imports fell by 6 per cent.

In the three months ended August the visible trade deficit was £1,169 million compared with £715 million in the three months March to May. Exports were valued at £6,056 million and rose by 4 per cent between the two periods while imports, at £7,225 million, increased by 10 per cent. By volume, exports fell by 2 per cent while imports rose by 4 per cent. Arrivals of North Sea oil and gas production installations in June and July accounted for about two-thirds of this increase in imports. Between the latest two three-monthly periods, the export unit value index rose by 6½ per cent and the import unit value index by 7 per cent leaving the terms of trade virtually unchanged.

Invisible trade

The latest estimate of invisibles relates to the second quarter of 1976 when credits on services and other current transactions were £3,245 million and debits £2,758 million, giving a surplus of £487 million for the quarter. The rate at which the monthly surplus is projected to be running currently has been revised upwards to £160 million.

A fuller article on the August current account figures will be published next week. Inquiries: 01-215 3131.

Foreign visitors 13 per cent up in first five months

During the first five months of 1976, 2,545,000 foreign visitors, including all travellers from the EEC countries, arrived in the United Kingdom, according to figures issued by the Department of Trade and the British Tourist Authority. (The figure excludes visitors from the Irish Republic and Commonwealth citizens.) This represents an increase of 13 per cent over the same period last year and continues the marked upward trend seen since the beginning of 1975.

Arrivals from the EEC countries during this period rose 13 per cent to 1,431,000 compared with 1,263,000 last year. All EEC countries contributed to this increase, the largest being Denmark (up by 34 per cent) and the Netherlands (26 per cent); increases from the other member countries were France, 14 per cent; Germany, 8 per cent; Belgium and Luxembourg, 7 per cent, and Italy, 5 per cent.

Arrivals of visitors from the rest of Western Europe during the first five months of 1976 rose by 19 per cent, compared with the corresponding period of 1975, to 385,000. During this period visitors from Norway increased by 40 per cent, from Sweden by 25 per cent, from Switzerland by 13 per cent and from Spain by 12 per cent. Among other countries from which smaller numbers of visitors come, Turkey showed an increase of 31 per cent, Finland 24 per cent, Portugal 19 per cent, Yugoslavia 9 per cent, Greece 8 per cent and Austria 7 per cent.

Visitors from the rest of the world increased by 11 per cent in the first five months of 1976. The increase in visitors from the United States which became apparent towards the end of 1975 gained momentum, resulting in visits being 15 per cent greater for the first five months of 1976. Visitors from South Africa on the other hand declined by 11 per cent in this period, continuing a trend first detected in the middle of last year.

The figures in the table are limited to foreign nationals, excluding Commonwealth citizens and citizens of the Irish Republic.

For non-EEC countries visitors entering for a stay of under one year are shown while, for EEC countries, total arrivals are shown irrespective of their purposes of visit or length of stay. This follows the entry of the United Kingdom into the EEC, since when citizens of community countries are generally admitted to the United Kingdom without having to state their purpose of visit, or expected length of stay.

The figures are seasonally adjusted. Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on numbers of Western European visitors. The seasonally adjusted series are liable to revision when subsequent figures become available and should therefore, for the most recent months, be viewed with caution.

Figures of all tourist arrivals and departures in the first quarter of 1976, based on the Department of Trade's international passenger survey, were given in *Trade and Industry*, 6 August 1976, page 408. The figures covered both foreign and Commonwealth visitors, and summary tables showing mode of travel and purpose of visit were included.

Foreign arrivals in the United Kingdom Thousands per month

	Total arrivals from EEC countries (excluding Irish Republic)		Foreign visitors from non-EEC countries							
			Rest of Western Europe (non-EEC)		United States		Other foreign countries		Total non-EEC countries	
1967	126		30		70		23		123	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
1973	265		70		131		62		263	
1974	280		75		107		68		250	
1975	314		87		99		80		267	
	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
1975										
January	164	303	45	83	50	107	53	81	148	271
February	166	331	49	87	44	113	49	92	142	292
March	323	304	82	90	68	103	69	84	219	277
April	264	298	69	80	82	93	61	76	212	249
May	346	322	79	83	114	95	70	73	263	251
June	345	307	109	84	143	94	89	75	340	253
July	631	315	178	86	178	96	142	80	498	262
August	512	319	116	93	148	94	137	82	400	269
September	323	311	96	93	143	96	103	74	342	263
October	277	321	85	85	98	99	76	77	260	261
November	196	313	70	91	65	99	56	87	192	277
December	226	330	69	92	62	104	58	81	189	277
1976										
January	176	324	54	97	53	113	55	83	163	293
February	172	343	56	98	46	120	56	106	158	324
March	293	358	73	103	70	108	66	80	209	291
April	387	353	112	99	99	115	66	83	276	297
May	402	374	90	97	141	120	78	82	308	299
Jan.-May 1975	1,262		323		357		302		983	
Jan.-May 1976	1,431		385		409		320		1,114	

Total arrivals = All persons admitted, including long stay and short stay visitors from EEC countries.
Foreign visitors = All persons entering for visits of under one year from non-EEC countries excluding Commonwealth countries.
UA = Unadjusted. SA = Seasonally adjusted. Source: Home Office.

New companies registered in Great Britain

Below are details of new companies registered in Great Britain during August 1976 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Companies registered in Great Britain in August 1976

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2,714	—	2,714
Over £100 but under £1,000	72	—	72
£1,000 but under £10,000	873	—	873
£10,000 but under £50,000	422	—	422
£50,000 but under £100,000	63	—	63
£100,000 but under £1,000,000	72	—	72
£1,000,000 and over	5	—	5
Total number	4,221	—	4,221
	£ thous.	£ thous	£ thous.
Total amount of nominal capital	44,690	—	44,690

Companies registered in Great Britain in 1975 and 1976

	1975		1976	
	Number	Nominal capital £ thous.	Number	Nominal capital £ thous.
January	3,648	18,631	3,476	21,780
February	3,442	22,886	4,088	19,228
March	3,478	22,419	6,190	41,680
April	4,944	24,352	4,150	22,354
May	4,245	42,314	4,343	25,095
June	3,465	20,856	5,624	25,815
July	3,752	26,703	4,954	58,659
August	3,267	47,668	4,221	44,690
September	3,781	32,241		
October	3,879	25,224		
November	3,739	35,028		
December	3,450	27,881		
Total	45,090	346,203		

Output and exports in the wool textile industry

The volume of production in the wool textile industry (as measured by the seasonally adjusted index of production) in June 1976 was 9 per cent less than in June 1975. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-June 1976 woven fabrics (excluding blankets) were 11 per cent lower than in January-June 1975; deliveries of worsted yarns (excluding semi-worsted yarn) were 3 per cent higher. Production of wool and hair tops was 28 per cent more and that of man-made fibre tops was 7 per cent less.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1975 1st quarter	27.3	11.2	12.8	29.4	20.4	17.7	20.7	7.6
2nd quarter	29.1	11.9	12.7	29.7	19.4	22.5	19.2	5.0
3rd quarter	25.5	11.4	9.2	24.6	15.7	19.8	17.1	5.7
4th quarter	28.7	12.3	9.6	28.4	19.9	16.8	17.6	6.4
1976 1st quarter	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd quarter		14.5	12.1	27.9	20.3	19.6	16.9	4.4
1975 January	8.9	3.6	4.3	9.9	7.0	6.1	7.3	2.3
February	9.1	3.8	4.2	9.5	6.4	5.6	6.6	2.9
March	9.3	3.9	4.4	10.1	7.0	6.1	6.8	2.5
April	9.6	4.1	4.5	9.8	6.9	7.0	6.5	1.8
May	9.3	3.5	3.7	9.9	6.0	7.2	6.3	1.7
June	10.2	4.3	4.5	10.0	6.4	8.2	6.4	1.6
July	9.0	4.5	3.8	8.0	5.1	6.7	6.4	1.9
August	7.0	2.7	2.2	7.5	4.7	5.9	4.5	1.7
September	9.5	4.2	3.2	9.1	5.9	7.2	6.2	2.1
October	9.7	4.0	3.6	9.9	7.2	6.6	6.4	2.1
November	9.7	4.3	3.6	9.2	6.5	5.4	5.7	1.9
December	9.3	4.0	2.4	9.3	6.2	4.8	5.5	2.4
1976 January	10.0	4.5	4.3	9.5	6.4	5.1	5.8	2.6
February	9.6	4.2	3.2	9.2	6.6	5.3	5.9	1.9
March	11.4	5.1	4.1	10.7	7.6	6.5	6.5	2.0
April	10.4	5.0	3.9	9.5	7.0	5.7	5.5	1.5
May		4.8	4.6	9.3	7.0	7.0	5.6	1.4
June		4.7	3.6	9.1	6.3	6.9	5.8	1.5

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In June deliveries of semi-worsted yarn were 0.7 million kilos.

Exports of wool textile products

	Total	Wool tops (a)		Yarns		Woven fabrics (‡)		Other wool textile products (†)
	£m	£m	Mn kilos	£m	Mn kilos	£m	Mn sq. m	£m
1968	114.80	23.94	25.44	20.44	14.34	66.14	69.42	4.28
1969	125.41	26.55	26.01	23.32	16.08	71.08	69.46	4.45
1970	117.25	20.38	21.08	23.37	15.85	70.00	62.51	3.50
1971	106.82	16.28	18.66	23.28	15.88	62.57	54.30	4.70
1972	118.49	19.80	20.51	27.28	18.13	66.48	56.32	4.93
1973	172.32	38.06	21.36	36.95	18.28	91.08	60.39	6.24
1974	180.44	26.15	16.15	41.56	15.56	105.84	52.80	6.89
1975	165.22	28.53	16.19	37.42	13.83	92.08	43.33	7.20
1974 1st quarter	45.05	8.55	..	10.47	4.20	24.44	13.50	1.58
2nd quarter	51.23	7.82	..	12.08	4.52	29.52	14.63	1.81
3rd quarter	42.27	4.86	..	9.56	3.43	26.23	12.84	1.62
4th quarter	41.90	4.92	..	9.45	3.41	25.66	11.84	1.88
1975 1st quarter	36.93	5.19	4.04	8.33	3.07	21.79	10.43	1.62
2nd quarter	42.17	6.97	3.30	9.36	3.54	24.27	10.77	1.57
3rd quarter	41.80	7.98	4.47	8.66	3.17	23.76	11.86	1.40
4th quarter	44.32	8.39	4.38	11.07	4.05	22.26	10.27	2.61
1976 1st quarter	43.48	10.96	5.06	11.13	4.04	19.52	9.30	1.87
2nd quarter	56.27	13.35	5.34	13.70	4.36	27.41	11.65	1.82

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets: travelling rugs; woollen and worsted felts; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.
Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.
(‡) Excluding mechanical cloths from January 1970.
(a) From the 1st quarter 1976 figures are not strictly comparable with previous periods.

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Improved statistics of computer services

The latest issue of Business Monitor SD9,* just published, contains expanded statistics of the computer services industry. From the first quarter of 1976, a number of additional activity headings have been included in the principal table. These include billings for system implementation, total system supply, facilities management, sale or licence of software products, and education and training. In addition, the computer processing headings are more comprehensive, giving separate details for custom-built programs, package programs and time hire. Each of these three activities is sub-divided into local batch, remote batch and inter-active.

New subsidiary tables are also included. These give details of billings for the various activities separately for public service clients, other United Kingdom clients and foreign clients. Also given are particulars of billings to parent and associate companies, and net outside billings. Particulars of employment in the industry are given, as before.

The changes have been made after consultation with the Computing Services Association, in an endeavour to improve the statistics of this fast-expanding industry.

Telephone inquiries about the new coverage may be made to the Department of Industry, Economics and Statistics Division 3, on 01-212 8994.

* Business Monitor SD9, Computer Services. Published by HMSO, PO Box 569 London SE1 9NH, by subscription at 74p a year.

Cinema admissions and takings in June

During June, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 1.63 million and the weekly average of gross box office takings was £1.23 million. The comparable figures for June 1975 were 1.95 million and £1.21 million.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 10 September 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Balaton	BR/E 38762/12/9/81	22	10 September	Columbia-Warner Distributors Ltd	Polonius Film Services
Sea City-Greenock	BR/E 38763/12/9/81	21	10 September	United Artists Corporation Ltd	International Film Associates (Scotland) Ltd
Movietone News 2466	BR/E 38632/12/9/81	8	10 September	British Movietonews Ltd	British Movietonews Ltd
			FOREIGN		
Ode To Billy Joe	F 38753	106	6 September	Columbia-Warner Distributors Ltd	Max Baer Productions Ltd, California
Obsession	F 38755	98	7 September	Columbia-Warner Distributors Ltd	George Litto Productions Inc, California
Let's Do It Again	F 38756	113	7 September	Columbia-Warner Distributors Ltd	First Artists, California
The Gumball Rally	F 38757	107	7 September	Columbia-Warner Distributors Ltd	Warner Bros Inc, California
Confessions Of A Sex Kitten	F 38758	78	7 September	Crawford Films Ltd	Chris D. Nebe Film, Munich
Logan's Run	F 38759	119	8 September	Cinema International Corporation (UK)	MGM Inc, California
No Deposit, No Return	F 38760	111	9 September	Walt Disney Productions Ltd	Walt Disney Productions, California
From Noon Till Three	F 38761	99	10 September	United Artists Corporation Ltd	Frankovich Productions Inc, California

CORRECTIONS TO THE REGISTER

The list of registrations for the week ended 11 April 1975 should have included 'Last Grave At Dimbaza', F 38754, 52 minutes playing time, registered on 8 April 1975 in the name of Cinegate Ltd and made by Morena Films Ltd.

The registration number of the film 'Black Christmas', registered on 25 September 1975, has been corrected to BR/E 38261/27/9/80 and the maker's name to read August Film Productions Ltd.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (A)	16 July 1976
Balance of payments:	
current account (M)	This week
trends in invisible transactions	16 Apr. 1976
(*see also* Overseas trade of the UK)	
Business names and limited partnerships (A)	7 May 1976
Capital expenditure: manufacturing, distributive and service industries (Q)	3 Sept. 1976
By regions	13 Aug. 1976
Catering trades turnover (M)	This week
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	2 July 1976
Companies:	
acquisitions and mergers (Q)	13 Aug. 1976
Liquidations *see* Insolvencies	
liquidity (Q)	10 Sept. 1976
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	13 Aug. 1976
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	27 Aug. 1976
EEC economic indicators	10 Sept. 1976
Energy trends (M)	3 Sept. 1976
Engineering industries: sales and orders (M)	20 Aug. 1976
Film industry	
British Film Fund Agency returns (M)	6 Aug. 1976
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	20 Aug. 1976
registrations of films (A)	30 Jan. 1976
Food:	
consumption levels (6M)	27 Aug. 1976
household consumption (Q)	2 July 1976
Footwear industry: production, orders and deliveries (M)	27 Aug. 1976
Foreign exchange: official reserves (M)	10 Sept. 1976
Foreign trade: industrial countries' production and trade (Q)	25 June 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	10 Sept. 1976
Industrial production:	
index numbers (M)	20 Aug. 1976
N. Ireland index	21 Nov. 1975
Scotland	6 Aug. 1976
Wales	30 July 1976
Insolvencies (Q)	6 Aug. 1976
Insurance companies: investments and assets (A)	20 Aug. 1976
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	11 June 1976
investment and earnings overseas (A)	25 June 1976
Man-made fibres:	
deliveries (Q)	3 Sept. 1976
production (M)	3 Sept. 1976
production: quarterly analysis (Q)	3 Sept. 1976
Metal-working machine tools (M)	23 July 1976
Motor industry:	
car and commercial vehicle production (M)	27 Aug. 1976
estimated figures (M)	10 Sept. 1976
motor trade turnover (Q)	20 Aug. 1976
Office development permits (Q)	13 Aug. 1976
Overseas trade of the UK:	
direct exporters and credit terms (A)	16 July 1976
analysis of trends (Q)	3 Sept. 1976
ten-year back run (A)	12 Mar. 1976
export prospects (Q)	10 Sept. 1976
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	20 Aug. 1976
Regional development grants (Q)	6 Aug. 1976
amendment	13 Aug. 1976
Regional selective assistance monthly summary (M)	20 Aug. 1976
Regional selective assistance: offers £10,000 or more (Q)	27 Aug. 1976
Retail prices index (M)	20 Aug. 1976
Retail trades:	
sales (M)	10 Sept. 1976
provisional figures (M)	This week
sales, N. Ireland (M)	27 Aug. 1976
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Royalties: overseas transactions (A)	25 June 1976
Shipping: nationality of vessels in UK sea-borne trade (A)	9 July 1976
Steel consumption and stocks (Q)	20 Aug. 1976
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	3 Sept. 1976
manufacturers' stocks: monthly estimates (M)	10 Sept. 1976
retail (M)	This week
Television: overseas payments and earnings (A)	20 Aug. 1976
Textiles:	
activity in the industry (Q)	30 July 1976
carpet sales (M)	10 Sept. 1976
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hosiery production (M)	20 Aug. 1976
made-up clothing: orders and deliveries (M)	30 July 1976
wholesale houses' sales (M)	20 Aug. 1976
wool exports (Q)	This week
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	This week
overseas travel and tourism (Q)	6 Aug. 1976
Wholesale prices:	
average prices of selected commodities (A)	9 Apr. 1976
index numbers (M)	This week

Departmental organisations etc.

British commercial representations overseas	16 Apr. 1976
Customs notices of interest to exporters	6 Aug. 1976
ECGD local offices	This week
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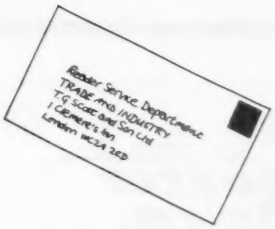

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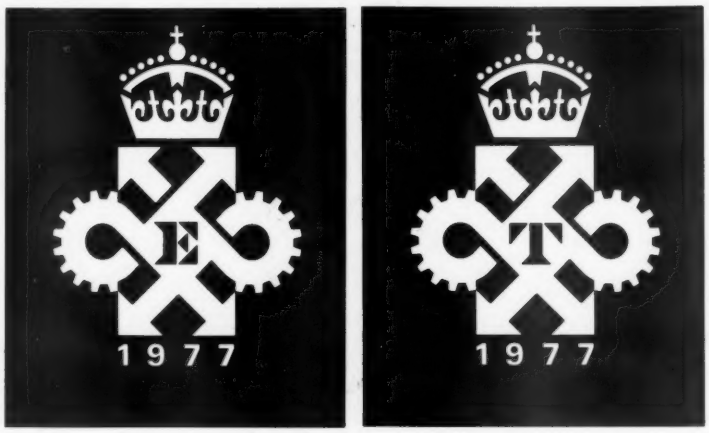

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